

## Saudi minister suggests compromise

# Concession hint boosts peace hopes in Gulf

By CHRISTOPHER WALKER IN CAIRO AND NICHOLAS BEESTON IN BAGHDAD

SAUDI Arabia has given prospects of a diplomatic solution to the Gulf confrontation an unexpected boost with the suggestion that Kuwait might make territorial concessions to Iraq.

The Saudi defence minister, Prince Sultan bin Abdulaziz, told Arab reporters on Sunday that Saudi Arabia "sees no harm in any Arab country giving its Arab sister land, a site or a position on the sea", an apparent reference to the strategic Kuwaiti islands of Bubiyan and Warbah at the mouth of the Gulf.

The hint brought a sharp drop in oil prices, with December Brent crude falling from a high of \$32.40 last Friday to \$26.65 a barrel by late afternoon.

But the Saudi prince, who said Arab countries were ready to grant Iraq "all its rights", insisted there was no question of watering down demands for its unconditional withdrawal. Iraq in turn reiterated that the entire emirate would forever remain its 19th province.

Senior Iraqi sources dismissed as "wishful thinking" suggestions that President

Saddam Hussein might withdraw, but there were signs yesterday that Iraq wants the West to believe that such a move was possible. There were unconfirmed reports of troops being pulled back to the north of Kuwait, and leaflets were said to be circulating in Baghdad or Kuwait saying that President Saddam had had a dream in which the prophet Mohammed instructed him to withdraw from most of Kuwait, keeping only the two islands and the disputed Rumailia oil field.

Prince Sultan's remarks contrasted sharply with Riyadh's previous harsh criticism of Baghdad. They had particular impact because the exiled Kuwaiti government has been given sanctuary in Saudi Arabia and is considered to be more influenced by Saudi opinion than by that of any other Arab government.

Reporting the briefing for Arab journalists, the Catagari news agency said yesterday: "The Arab countries are ready to give Iraq all its rights. Any Arab who has a claim on his brother should take it by understanding, not by force. Saudi Arabia supports giving rights to their owners and backs Arab national security, including making fraternal Arab concession, whether to meet confirmed or doubtful rights."

The idea that Iraq might withdraw in return for the disputed islands and oilfield was first floated by President Gorbachev's adviser Yevgeni Primakov after a visit to Baghdad. The concept has been at the centre of repeated peace plans since the invasion on August 2. Diplomats say that the main sticking point has been timing, with the United States insisting that Iraq must not be seen to gain anything from its aggression. Iraq has consistently rejected the possibility of conceding any of Kuwait. But the denial

is seen more in the context of political bargaining than as a final position.

The Saudi leadership's sudden, unexplained, move was seen in both Arab and Western circles yesterday as a further sign that the region is heading for a final intensive period of diplomatic activity before the United States and its allies complete their military build-up. "Saudi Arabia, as the host nation to the anti-Iraq coalition is a key player," one European diplomat said. "That is why its stand is being closely watched both in the West and in Baghdad. Even a nuance can be important at a time of maximum sensitivity such as we are approaching."

Iraq, meanwhile, perceives a weakening of the alliance ranged against it. "The American intentions are still hostile and they are still massing forces against us," a senior Iraqi official said. "But the growing international opposition to war is now more prominent than it was a month ago. There is a growing awareness in the West of dangers of war in the Gulf."

The rumours of troop movements and "dream" leaflets appeared to be a further attempt to use disinformation to reduce Western support for the use of force. No-one at the British embassy had seen the leaflets and if there were only a handful, they may have been intended to encourage wishful thinking in the West. On the other hand, President Saddam may be looking for a face-saving way out.

The Iraqi leader may have a dual strategy: if the West accepted a deal on the islands and oil field he could back down gracefully; if it refused, the mere suggestion of a compromise and the planned release of many hostages might reduce the Western public's appetite for force.

Paris rebuff, page 10

## Baghdad to set hundreds free

FROM NICHOLAS BEESTON IN BAGHDAD

IRAQ yesterday moved to release hostages from three Western nations, including Britain, as a tactic apparently calculated to drive a wedge into the Western alliance.

In separate announcements, the authorities in Baghdad said they would release all 250 French hostages, scores of Britons and a dozen Americans.

Edward Heath, the former prime minister, was on the verge of securing the release of some British hostages last night after a day of intensive talks with the Iraqi authorities. The fate of the Britons was negotiated in an atmosphere better suited to the Baghdad souk than the presidential palace, as Mr Heath's aides haggled with Iraqi officials to get as many hostages out as possible.

News of the releases came too late for one Briton who was being held hostage in Iraq. Ron Duffy, aged 62, from Newcastle, died of a heart attack last week in captivity. Iraq informed the British authorities of the death on Friday and a post mortem examination is being held.

It seemed likely last night that 40 or more ill Britons would be allowed to return home, in addition to a handful of young detainees under the age of 21. Mr Heath, who was holding talks late into the night with officials from the presidential palace, also received assurances that 30 decorations from Liverpool, working on a new extension to President Saddam Hussein's living quarters, would be allowed to leave the country in the coming weeks when their contracts expire.

The fate of 200 Irish and 43 British nurses, who had previously been told that they could not leave the country until they were replaced, was still in the balance. About 150 transit passengers on a British Airways aircraft stranded in Kuwait during the invasion, will not be freed.

"We are still making last-minute applications for the release of some of the seriously ill," said Dr Jeffrey Easton, Mr Heath's doctor from Salisbury, who has been instrumental in arguing for the release of some of the most deserving cases. "We have received assurances that some people will be allowed out but we will probably not know the

Continued on page 22, col 1

Hostage's letter, page 10

## National Trust rejects 'elitist club' gibe

By LIN JENKINS

THE National Trust is an elitist club of art experts dedicated to preserving dinosaur country houses and ignoring its original role of opening up the countryside for everybody, a leading conservationist said last night.

Rodney Legg, chairman of the Open Spaces Society, the country's oldest national conservation body, criticised the trust for illegally blocking footpaths and bridleways, fencing common land in contravention of its own act of parliament, being secretive about property it owns and refusing public access to impressive landscape features which would not be harmed by new public rights of way.

However, Angus Stirling, director general of the trust, said that Mr Legg's views were a figment of his imagination and he defended the trust's policy towards access to the



Keep out: the chained and padlocked gate at Zeals Knoll in Wiltshire

countryside. Mr Legg, in a lecture to the trust in London, said: "From being an egalitarian access organisation promoting the public good, the trust has become an elitist club of art connoisseurs, and defensive in the protection of a prize collection of dinosaurs."

He accused the trust of taking on the feudal values of land that it has

bought and inherited and said that trust representatives responsible for running vast areas of land showed all the worst characteristics of the land they have acquired.

Mr Legg's comments came just a fortnight before a motion, sponsored by the Ramblers Association, is put to the trust's annual meeting calling for priority to be given to increasing

public access on trust land, marking all trust land on Ordnance Survey maps and dedicating more rights of way. The motion has welcomed by the trust's controlling 52-member council but without any promise of immediate action.

Mr Legg said that when the trust was formed in 1895, its aim was to provide open ground and gardens for artisans and the urban poor. However, many of the 400 square miles of farmland leased to farmers by the trust was less accessible under trust care than it had been under private landlords.

"They should be model landlords with an access ethos, but they are not. They have anti-public sentiments picked up along with the estates they have acquired. They need to look at the whole problem and find some way

Continued on page 22, col 3

## Italy acts to avert Britain, EC clash

FROM PETER GUILFORD IN LUXEMBOURG

LESS than a week before European Community leaders meet in Rome, Italy has moved to avert a clash between Margaret Thatcher and her 11 European Community counterparts.

Italy showed readiness, during a meeting of EC foreign ministers in Luxembourg yesterday, not to press yet for a specific date on which to begin the second stage of economic and monetary union. In marked conciliation towards Britain, Rome is also warning other EC leaders not to reject outright Britain's "hard Ecu" plan, proposed as a more market-oriented alternative to the hasty three-stage Delors plan for EMU.

Laying the ground for the Rome summit, Guido Carli, the Italian finance minister, has prepared a document urging community leaders to understand that "the search for a compromise cannot exclude the UK's proposal". In a significant concession to John Major, the Chancellor of the Exchequer, the Italian paper warns against setting a fixed date for the beginning of stage two of EMU without setting a clear picture of what that stage intends to achieve.

Helmut Kohl, the German chancellor, last week called for stage two to begin on January 1, 1994, and won instant support from the European Commission and several other EC states. Britain opposed such a move and was accused of foot-dragging.

Fears of a clash at the Rome summit grew when Mrs Thatcher told Giulio Andreotti, the Italian prime minister, on Saturday she would refuse to accept a specific date.

ERM leak denied, page 9  
Cold winds, page 13  
Italy special, page 30-36

## Trade deficit falls to £845m

By PHILIP WEBSTER, CHIEF POLITICAL CORRESPONDENT

THE government repeated its warning to employers to keep down wage costs last night after bailing the best monthly trade figure for more than three years as proof that its policies were working.

Labour welcomed the drop in the trade deficit from £1.2 billion in August to £845 million, the first time it had dropped below £1 billion this year. But it said that the deficit was still £13.6 million for the first nine months of the year, keeping Britain bottom of the European trade league.

John Major, economic secretary to the Treasury, said that imports falling for the sixth consecutive month and exports rising for the third month in a row showed that government policy was working. "Exports have now been rising healthily for some time and imports have fallen. Those are the kind of trends we want to see."

He said that high wage settlements in the private sector would present problems to exporters because labour costs would rise faster than those of overseas competitors. "Our strategy is to reduce the level of inflation and industry cannot have it both ways; they wanted the pound in the exchange rate mechanism. The other side of that equation is that they have

## Politicians pay tribute to Ian Gow

By JOHN YOUNG

POLITICIANS of all parties from the Lords and the Commons gathered at St Margaret's, Westminster, yesterday to pay tribute to Sir Ian Gow, assassinated by an IRA bomb three months ago.

The service was a solemn act of thanksgiving, suffused by the Christian message of hope, forgiveness and the promise of eternal peace. Among those joining the family and friends of the former MP for Eastbourne were Neil Kinnock, leader of the Opposition, and representatives of the Irish government and the Republic's opposition party, Fine Gael. Paddy Ashdown, the Liberal Democrat leader, and David Bellotti, the newly-elected MP for Eastbourne also attended. Margaret Thatcher gave the first lesson.

Service details, page 16

## Thatcher acts on child benefit battle

By NICHOLAS WOOD, POLITICAL CORRESPONDENT

THE prime minister intervened dramatically yesterday to try to end the Whitehall tussle between the Treasury and the social security department over the level of child benefit.

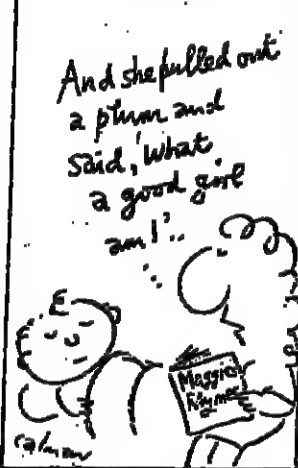
She called Norman Lamont, the Chief Secretary to the Treasury, and Tony Newton, the social security secretary, to No 10 for urgent talks about Mr Newton's attempt for an increase in the benefit in line with inflation. It has been frozen for the past three years.

A Commons statement in which Mr Newton was expected to concede that he had again failed to make any headway in his negotiations with the Treasury was abruptly cancelled while the meeting with Margaret Thatcher went ahead.

However, the position remained in doubt last night after the Downing Street meeting. Senior government sources said that no decisions had been taken and that negotiations were continuing.

The social security secretary has been battling for an uprating in line with rising prices of the £7.25 weekly payment for each child made to 6.75 million families. This would add about £500 million to the annual bill of £4.6 billion and increase the payment to just over £8 a week.

Tory MPs from the left and right of the party last night argued for an end to the freeze. Sir Barney Hayhoe, a former health minister, said it was "incongruous" for the Conservatives to ignore the special responsibilities of parenthood. Gerald Howarth, of the No Turning Back group, said that he was opposed to a further freeze.



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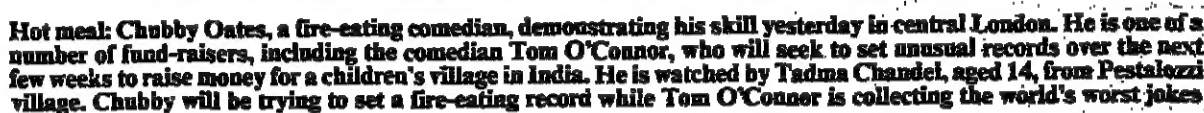
By EDWARD GORMAN, IRISH AFFAIRS CORRESPONDENT

This draft was drawn up in large part in agreement with the two Unionist leaders, James Molyneux of the Ulster Unionist Party and Ian

mentions it.



The fact that these drafts were leaked to *The Irish Times* with permission that they be published, whether by unionists or nationalists, hardly bodes well for the initiative which is to be the subject of an anglo-Irish conference meeting between teams led by Mr Brooke and Gerry Collins, the Irish foreign minister, in London on Thursday.



## By CRAIG SETON

The council is now holding talks with the King Edward Foundation, which is responsible for the other five grammar schools, to provide more girls' places.

**Prices from £200 – £2500 plus an assignment fee of £80.**

### Hammond: visa to visit Soviet miners refused

**By TIM JONES, EMPLOYMENT CORRESPONDENT**

About £1.6 million will be saved as a result of the Midlands job cuts, with fur-

Mr Day, aged 31, of Chelmsford, denies attempted murder. The case continues today.

## Not guilty plea

Terry Marsh, aged 32, the former boxing champion, of Basildon, Essex, pleaded not guilty to the attempted murder of Frank Warren, his former manager, when he appeared at the Central Criminal Court yesterday. The jury was sworn in and sent home until today before hearing any of the evidence while Mr Justice Fennell dealt with legal argument.

## Swimmers alert

Seventy-five swimmers were taken to hospital yesterday after inhaling chlorine fumes from a gas leak at baths in South Benfleet, Essex. They suffered burning sensations in their eyes and throats, but none was seriously ill. The leak was believed to have originated from a water filtration unit. It was immediately closed and council officials called in to investigate.

## Housing benefit

Councils are to be paid a flat-rate sum if they find tenants for some of the nation's 100,000 empty council houses and flats, Michael Spicer, the housing minister, said yesterday. The scheme will replace a sliding scale of allowances that make up for income lost from rent on empty properties, which Mr Spicer described as a disincentive to find new occupants.

By NIGEL HAWKES, SCIENCE EDITOR

On geography at King's College, London, said that the situation was much worse than he had expected. The level of water in the lake had fallen by more than 14 metres in the past 30 years, 50 miles of sea floor had been exposed, a flourishing fishing industry had been destroyed, the climate

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220; Spain Ptas 220; Sweden S 14.00;  
Switzerland S Frs 3.50;  
Tunisia Dkr 3.20; USA \$2.50.



## Three foreigners remanded over poll tax violence

By JAMIE DETIMER

TWO Dutchmen, an Italian pavement artist and two Irishmen were among 14 anti-poll tax demonstrators who appeared before London magistrates yesterday charged in connection with the disturbances in Brixton, south London, at the weekend.

Three of them were remanded in custody by Hove Road magistrates on charges including causing grievous bodily harm and possessing offensive weapons.

Hein Te Riele, aged 19, a trainee sound engineer from Amsterdam, denied causing grievous bodily harm to a police officer. "You are facing

very grave charges indeed," he was told by the magistrate. A fellow Dutchman, Raymond Eyeriks, aged 18, was accused of causing injury.

Toni Russi, aged 20, a pavement artist from Naples, was accused of assaulting police and possessing an offensive weapon. The Irishmen, who both live in north London, were granted bail.

Nearly all of the British-born defendants came from outside London, one travelling from Scotland for the protest. Most were in their early 20s and either students or unemployed.

They appeared in court as

organisers of Saturday's demonstration admitted that several hundred political groups in Europe have been asked to support the anti-poll tax agitation.

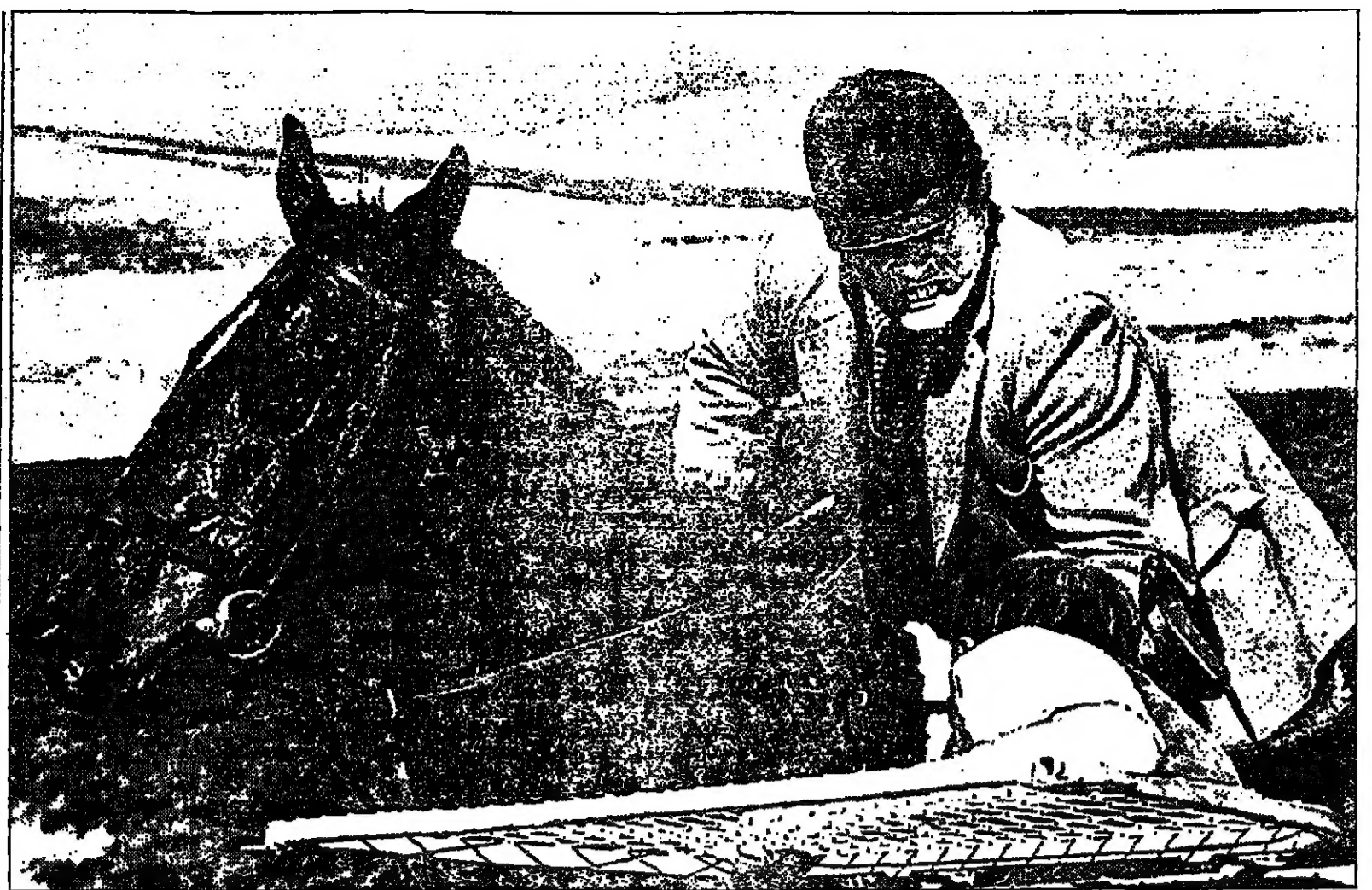
Allister Mitchell, an organiser of the Trafalgar Square Defendants Campaign, claimed that British anti-poll tax activists were linked to European groups by an information network. "We have had people from Athens, Amsterdam, Oslo and Vienna coming here in support of British people facing high poll tax charges."

The cases were heard as David Waddington, the home secretary, rejected claims from the organisers of the demonstration that police overreacted on Saturday. "I know of no evidence to support that proposition," he said. "What is absolutely clear is that some fire bombs were thrown. It is a very serious matter for people to go on an expedition like this armed with Molotov cocktails."

Altogether, 91 demonstrators have been charged in connection with Saturday's disturbances.

Police yesterday repeated their claims that the trouble was provoked by a hard core of anarchists. John Metcalfe, deputy assistant commissioner in charge of policing the demonstration, denied that his officers saw the protest as an opportunity for a "re-match" of the Trafalgar Square riot in March.

Steve Nally, secretary of the Militant Tendency, said that the All Britain Anti-Poll Tax Federation, issued a warning last night of another demonstration in London next spring. "It is an outrage that both senior police officers and Tory MPs are suggesting that future poll tax demonstrations be banned," he said.



Candid camera: a photograph taken of Edward Vickery allegedly assaulting hunt saboteur Chris Morgan during a hunt meeting in Somerset

## Huntsman attack recorded on film

A HUNTSMAN who attacked protesters trying to spoil his day's sport smashed the camera of one anti-hunt group member, unaware that a second photographer was recording the event.

Edward Vickery, aged 47, of Sherborne, Dorset, was yesterday fined £100 for assault and £50 for criminal damage by magistrates at Bridgwater, Somerset.

The court was told that Vickery, who pleaded guilty,

turned on anti-hunt protesters as they tried to take a picture of a terrified deer being hunted on the Quantock Hills, Somerset, in April.

Vickery rode at Christopher Morgan, aged 32, a psychiatric nurse, as he tried to focus his camera. A struggle ensued in which Mr Morgan's little finger was injured and his camera lens smashed. Magistrates also ordered Vickery to pay £140 compensation with £316 costs.

## X-ray firm fined £3,000

ALMOST 250 women were given higher doses of radiation than normal during routine breast-screening checks with a machine with which someone had tampered, Oxford Crown Court was told yesterday.

The machine, supplied and installed by Medical X-ray Supplies, lacked a vital part which controlled the amount of radiation given to patients. Charles Wide, prosecuting for the Health and Safety Executive, said: "Because the field-limiting diaphragm was missing, a larger area of each

person screened was exposed to the beam. Both breasts were subjected to radiation when only one should have been."

Medical X-ray Supplies of Kingsbury, northwest London, admitted failing to make a vital examination of the unit to ensure that safety features and warning devices were working correctly.

Judge Peter Crawford, QC, fined the company £3,000 and ordered it to pay £3,000 costs. He said that the investigation which led to the prosecution has disclosed a sorry tale of slipshod practices on the part

of many individuals and a number of corporations. "It has also disclosed something more sinister — the deliberate interference by some person who is unknown of a safety device intended to limit X-ray emissions from this machine. That person, whoever he is, is guilty of a very serious crime."

However, there was no suggestion this tampering was carried out by Medical X-ray Supplies and the person responsible had not been found. The judge reassured patients screened that there was no need for concern.

## Princess Royal banned for two speed offences

By RAY CLANCY

THE Princess Royal was banned from driving for a month and fined £150 yesterday after admitting two speeding offences. Magistrates heard that she twice went through police speed traps on the same section of a road near her home in Gloucestershire last August.

The princess, admitted through her barrister, Michael Sullivan, driving at 90 mph and 77 mph in Fosse Way,

near Stow, where the speed limit is 60 mph. She is the third member of the royal family to be banned and it was her second court hearing. She was fined £40 for driving at 96 mph on the M1 in 1976. She also received a written warning from the Thames Valley chief constable in 1972 after being warned twice for speeding on motorways.

Malcolm Hayes, for the prosecution, told Stow-on-

the-Wold magistrates that the princess was recorded driving at 90 mph on police Vascar equipment on August 2 at Hollow Fosse on the A429. Seven days later, a hand-held radar device recorded her driving at 77 mph on the same road.

Mr Sullivan said the princess wished to express her regret for both offences. He told the court that on the first occasion she had accelerated to overtake another vehicle and that the weather and visibility at the time were good and the road ahead was clear. He said she accepted that she had been doing 90 mph but "was a little surprised" by the speed recorded. On the second occasion, driving conditions had also been good.

Magistrates fined the princess £100 for the first offence, £50 for the second and added £10 costs. They also endorsed her licence with three penalty points. Mr Sullivan paid the fines by cheque on her behalf. Buckingham Palace said she would be able to use the fleet of chauffeur-driven royal cars kept at the Palace Mews.

There has been considerable criticism recently of members of the royal family speeding. Prince Michael of Kent, president of the RAC British Motor Sport Council, was disqualified for two weeks in July after admitting driving at 104 mph on the M4. He was also banned for three months in 1974 for driving at 110 mph in a 50 mph area. Lord Linley has been banned three times in two years.

Captain Mark Phillips, who is separated from the Princess Royal, and the Duke of Gloucester have also been fined for speeding.

Earlier this month, the Princess of Wales was given a verbal warning for driving at 50 mph in London.



Lotus Carlton: customers may have to take course

## Lessons for buyers of 175mph car

By KEVIN EASON, MOTORING CORRESPONDENT

DRIVERS who want to buy Britain's fastest saloon may have to have special motoring lessons before they are allowed to take away their £48,000 car. Vauxhall says it will offer a free course of driving lessons to buyers of its 175 mph Lotus Carlton, of which only 440 will be available in Britain.

Drivers who refuse are being asked to sign a form saying they turned down the courses and may even be refused a car in the future. Paul Tosch, Vauxhall's managing director, said yesterday, however, that no such decision had yet been made.

The performance of the car, which has a 3.6 litre, twin turbo-charged engine, has led to warnings from police and safety experts that it is too powerful for British roads.

Other companies marketing high-performance cars, such as Porsche and Audi, also offer driving courses.

the team, but that the question of how the uniforms might be softened was attracting serious interest.

The issue, to the surprise of those attending the seminar at the City University, London, provoked the liveliest debate of the sixth round-table discussion being held under the second phase of the government-appointed enquiry.

Groups such as the Prison Reform Trust and the National Association for the Care and Resettlement of Offenders (Nacro) said that the uniform should be scrapped, while Louis Blom-Cooper, chairman of the Press Council and a past chairman of the Howard League, said that officers should no longer wear peaked caps.

Vivien Stern, director of

Nacro, said that uniforms undermined the inconsistencies in the prison service's philosophy. "First, you give staff a militaristic uniform and a lot of the trapping which goes with coercive power and then you tell them that they must be nice to inmates, respect their rights and prepare them for release." Management needed to create an ethos which emphasised that staff worked primarily as residential carers.

Asked by Lord Justice Woolf what prisoners should wear, Miss Stern replied: "Clothes". She said that a service that genuinely valued the quality of its staff-inmate relationships did not need such obvious means to distinguish those working in jails from those living in them.

## Softer jail uniform favoured

By QUENTIN COWDRY, HOME AFFAIRS CORRESPONDENT

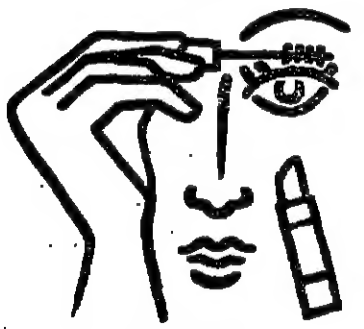
CHANGES in prison officers' uniforms to make them look less authoritarian might be recommended by the Woolf enquiry into this year's jail riots.

Lord Justice Woolf's team is worried that the regulation navy blue worn by officers might seem too militaristic, particularly when the service is trying to do more to reform prisoners.

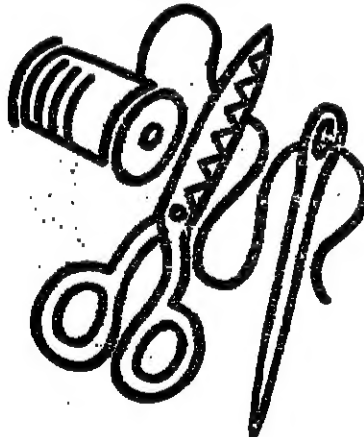
Lord Justice Woolf told a seminar yesterday that the uniforms gave an immediate message as to which direction the prison service faces. He said that the question of prison officers' dress was hardly central to the enquiry, but it could be symptomatic of sources of tension in jails. Enquiry sources said that no decisions had been taken by



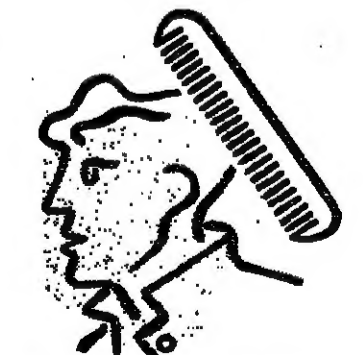
LLOYDS



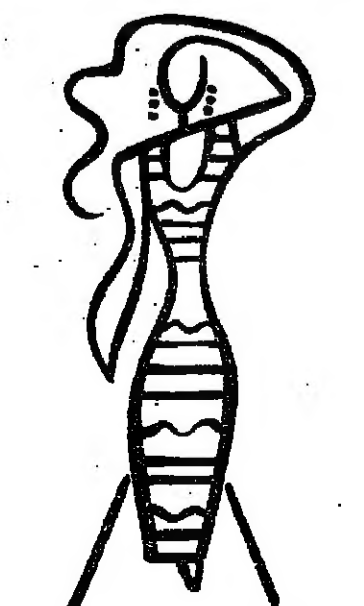
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# Lawyers call for reforms on corporate liability

By LIN JENKINS

LEADING lawyers involved in piecemeal and complex civil and criminal law surrounding disasters as diverse as the Hillsborough tragedy and the AIDS haemophilia victims are calling for a royal commission on a new system for coping with the aftermath of disasters.

After the collapse of the Zeebrugge manslaughter trial last week, questions have been raised whether existing laws and procedures can cope adequately with disasters and the public's expectation that someone will be held responsible and compensation forthcoming.

Davis Arnold Cooper, a leading City firm involved in litigation arising from Hillsborough, the Bradford football ground fire, Abbeystead waterworks explosion, Piper Alpha tragedy, Orpen arthritis drug and whooping cough vaccine, says reform is needed urgently.

It says a simple process needs to be developed to fill disasters to prevent anomalies whereby a police investigation or a public inquiry may or may not follow a disaster and to standardise the legal process for compensation claims.

## Domestic air fares to rise by further 5%

By HARVEY ELLIOTT

AIR CORRESPONDENT

DOMESTIC air fares are to rise by a further 5 per cent as the Gulf confrontation continues to keep oil prices high.

The increase comes on top of a 6 per cent rise last month and is likely to be followed by similar rises in international air fares.

British Airways said yesterday that it had applied to the Civil Aviation Authority for permission to raise the cost of a ticket from London to Glasgow from £92 to £97 from November 12. In August, a similar ticket cost £87. The increase will apply to all domestic services apart from the Highlands and Islands where more fuel-efficient aircraft are used. British Midland is also to apply for similar increases on its domestic routes.

Since the beginning of August the price of fuel has risen by 142 per cent, plunging most airlines into an operating loss and halting the continued growth in passenger numbers. Airline yields have been further affected as more business passengers are booking economy seats rather than pay the higher price for a business class fare.

The continuing problems and the need for further price rises will be discussed by airlines at the annual meeting of the International Air Transport Association in Geneva next week.



Macintosh: need for new approach to disasters

## Tyre piles become a burning political issue

By NICK NUTTALL

TECHNOLOGY CORRESPONDENT

ONE year after a Welsh tip of scrap tyres burst into flames in a suspected arson attack, environmental health officers, the National Rivers Authority, the fire brigade and the retreat company which owns the site are still grappling with the aftermath.

Workers have begun sinking the first of 18 boreholes into the smouldering rubber mountain down which will be poured 5,000 tonnes of pulverised fly-ash. The plan is to suffocate the smouldering section of the eight-acre site and create a fire break across the tip's estimated 10 million tyres.

Risks to the environment have been contained but sophisticated and costly monitoring of soil, local watercourses and the atmosphere is continuing. A group liaising between worried local residents and experts still meets and officers at Radnorshire district council are awaiting the results of soil tests for dioxins and other hazardous chemical pollutants.

According to Lance Cartwright, the council's director of housing and environmental services, the fire at Motorway Remoulds near Knighton, in Powys, has cost hundreds of thousands of pounds and has sapped the limited budget of one of the country's smallest district councils. "The problem was the complete lack of expertise in dealing with this kind of fire. There is a real need for central government to have

an emergency service in place," he said. Government experts and industry and tyre trade bodies are meeting in Birmingham tomorrow to discuss how best to tackle the growing threat to the environment from waste tyres.

Almost 30 million tyres are scrapped every year of which only about four and a half million are reclaimed and retreaded. The rest of the 23 million car tyres and two and a quarter million truck tyres are dumped or stored in places such as old aerodromes mainly in the Midlands and the northeast.

It is not known how many whole or shredded tyres, resilient to decay, are in tips, on derelict land or dumped in the countryside. What is



Tyre mountain man: acres of rubber at Four Ashes dump near Wolverhampton which might go up in smoke at a power station planned for the area

clear is that the Knighton fire, and a big blaze at a used-tyre depot near Toronto earlier in the year which sent more than 15,000 gallons of oil spilling into the environment, have pushed the waste tyre problem high up the political agenda.

Tomorrow's meeting, hosted by the energy department's energy technology support unit, also comes at a time of increasing pressure on the tyre industry, which is seeing the costs of shredding and dumping waste rubber rising to around £25 a tonne as local authorities clamp down on the landfilling of tyres. It comes, too, as Elm Energy and Recycling, an American company, has been given approval to build a power station fuelled by

waste tyres at Wolverhampton. There are also plans for smaller schemes in the northeast and in Lincolnshire.

Energco, a subsidiary of Marangoni, an Italian re-tread company, is seeking permission to build a tyre power station at Durham handling 3.5 million waste tyres a year from re-treaders. Another power station is being examined for Grantham. Tomorrow's meeting hopes to make such schemes an administrative and economic reality.

The 20 megawatt Wolverhampton project, which will have stringent emission control systems and which will provide electricity for 20,000 homes, enjoys an ideal geographical location in the

heart of Britain's tyre industry. It will, however, be able to handle only half of the annual number of tyres scrapped and a fraction of existing stockpiles.

A study for the trade and industry department has concluded that tyres into energy is the most likely short to medium term solution for getting rid of the scrap tyres and has recommended a recycling levy of 25p a tyre to be paid by drivers when new tyres are fitted. A code of conduct for tyre distributors, makers and re-treaders which would help raise disposal standards and monitor waste tyre movements, is also recommended.

What concerns Derek Wright, deputy assistant chief officer for the London

Fire Brigade, is that power schemes aimed at cutting the piles of scrap rubber could increase the risk of fires as re-treaders stockpile tyres above ground for shipping to an incinerator.

In a confidential report to the Home Office, Mr Wright and Chris Heanley of REE Consultants, of Godalming, Surrey, are recommending minimum standards on tyre tips. These would include a water supply for fire-fighting and stacking tyres in amounts weighing 2,000 tonnes and spaced apart to minimise the risk of a fire spreading.

As the Canadian and Welsh fires were suspected arson, the experts are also calling for tighter security at tips.

## Semtex in Lockerbie bomb 'not detectable'

ONLY a skilled X-ray operator would have discovered the bomb hidden in a cassette recorder which blew up the Pan Am jet over Lockerbie, the enquiry into the disaster was told yesterday.

Alan Feraday, an explosives expert, said an external examination of the Toshiba twin-speed radio cassette recorder, packed in a suitcase, would not have revealed that it contained explosive.

He told the enquiry into the disaster in December 1988, in which 270 people died, that there was "no reason" why the recorder should not work normally even with the device — almost certainly containing Semtex — inside. Mr Feraday said it would have taken an extremely good operator to spot it at an airport X-ray machine.

Peter Claidon, an inspector with the transport department air accidents investigation branch, said the skill required in reconstructing the containers was a testament to the expertise of the people involved.

The enquiry continues today.



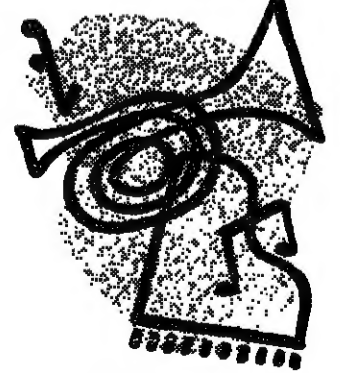
LLOYDS



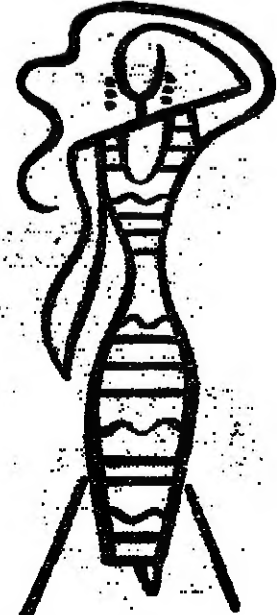
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YOUTH



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# Will you be wearing your children's clothes in the year 2000?

Who knows what you'll be sporting at the turn of the century?

A space-age jump suit made from recycled newspapers, with matching green accessories, perhaps?

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What is more certain, however, is that the next century's designers are in school uniforms today.

And to help them on their way, Lloyds Bank is repeating its Fashion Challenge.

Last year's contest, the first, attracted over 15,000 entries from aspiring Jasper Conrans and was warmly welcomed by students, teachers and fashion press alike.

This year, students aged 11-18 are invited to design two contemporary outfits for a celebrity of their choice.

One outfit for a party and one for a visit to their bank manager (well, we are the sponsors after all).

The 3 overall winners of the final, which will be televised, will then be selected by luminaries from the world of fashion.

A world that they will get a privileged insight into with visits to a model agency, a PR company and a photographic shoot.

Topped off with a visit to a leading Paris fashion house.

Entry forms are available from branches of Top Shop or Lloyds Bank.

The one famous for the attractive little Black Horse number.



## Enquiry into fraud unit leak

By DOUGLAS BROOM

AN internal enquiry was launched yesterday by the London Fire and Civil Defence Authority into the leaking of information about the activities of an undercover investigation unit which exposed multi-million fraudulent injury claims by firemen.

Regular meetings were cancelled and leaders of the three political parties represented on the authority spent most of the day with senior officers discussing a report in *The Times* yesterday. It disclosed

that the unit, which saved the authority £2.2 million, was wound up after complaints that it was unethical for firemen to carry out surveillance on other firefighters.

Official spokesmen were given instructions not to comment on the report but sources said that the disclosures had caused consternation. Senior firemen said that although the vast majority of London firefighters were honest and courageous a small minority had taken advantage of the rules. Duty rules allow firemen six days off each fortnight, providing ample opportunity for part-time work.

In some of the cases investigated by the unit firemen had feigned injuries to gain time

off from work to carry on with their own private businesses which included painting and decorating, car repairs and running keep-fit classes. One senior source said: "The large amount of time the firemen have on their hands between duties means that they look around for something to keep themselves busy."

"In some cases they become so seriously involved in their outside activity that it is difficult to give up something which is often both more interesting and more financially rewarding than squinting water at fires. Claiming an injury gives them a valid reason for not turning up for duty and in the long run they find themselves compelled to launch a damages claim."

## Perfume destroyed in fakes protest

By PETER VICTOR

YVES Saint Laurent yesterday destroyed in public a large quantity of fake perfumes seized two years ago from a factory in north London.

The event, held on a barge moored on the Thames by Lambeth bridge, was used to publicise the fight against the millions of pounds lost each year by large manufacturers to counterfeiters based mainly in the Far East.

The Yves St Laurent company estimates that it loses £35 million a year on perfume

sales, about 10 per cent of its annual turnover. International counterfeiting is estimated to be worth about £3.5 billion a year.

The goods destroyed yesterday were part of a £22 million haul recovered in 1988 during a raid on a factory in north London where several kinds of fake perfume, including Yves Saint Laurent brands, were being manufactured. Two men were subsequently jailed for 16 and eight months respectively.

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# 147 MINUTES.

**A human sperm to swim 14.7 inches.**

**Sparrows to feed their nestlings 39 times.**

**Concorde to fly 3,552 miles.**

**To watch the movie 'Goodbye Mr. Chips.'**

**An opera singer to burn up 367 calories while performing.**

**London to Darlington by rail.**

**The average adult to read 44,100 words.**

**A Russian worker to earn enough to buy 19 eggs.**

Extract from the Soviet Union and Eastern Europe.

**A shrew's heart to beat 147,000 times.**

**To fill 49,980 16-ounce bottles of Coke at a bottling plant.**

**The average length of time a computer spreadsheet user will save each working day by switching to Microsoft Excel.**

Based on an independent study by Temple, Barker & Stoen, Inc.



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## Royal Mail and lobby group split over post surveys

As the Royal Mail claims to be providing a service that is better than ever and makes public the figures to prove it, its critics say that behind the statistics lies a hidebound institution that is failing its customers. Nicholas Watt looks at the arguments

THE delivery service for first class letters is now better than ever with nearly 85 per cent arriving by the following day, Sir Bryan Nicholson, the chairman of the Royal Mail, announced yesterday.

His figures were immediately contested by a business lobby group which said that 30 per cent of first-class letters took two days to arrive. The Forum of Private Businesses, which claims to represent more than 17,000 companies, monitored the delivery of letters sent by 574 of its members and found that only 61 per cent arrived the following day.

Sir Bryan dismissed the figures as nonsense, saying that a survey of so few firms could not compete with the figures he was releasing, which were based on more than 250,000 letters monitored by an independent company. He admitted, however, that there was room for improvement.

Even so, there remains a huge gap between the perception of the service by business and private users and the highly-improved results that the Post Office is claiming.

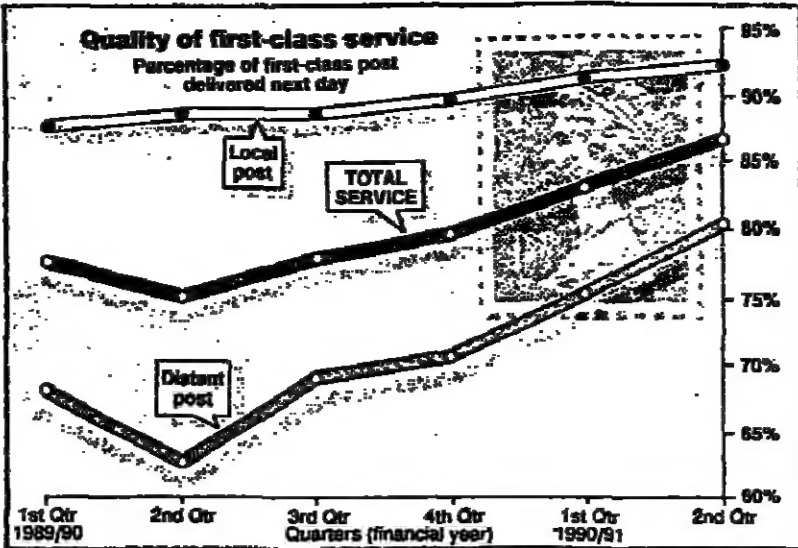
The Royal Mail's management says that there has been a radical shift in attitudes inside the service in the three years since Sir Bryan arrived from the private sector. Management targets

have been set and bonuses given to those who attain them. There has been a shift from rail transport to air and road, greatly speeding services. Over the next five years, £1 billion is to be invested in new technology to mechanise sorting and further speed deliveries.

Yet the service is still seen as being dominated by a traditional public sector ethos. Moves to introduce more part-time work and to move away from centralised bargaining with the unions, to allow managers greater flexibility at local level, have made steady progress. However, the Post Office's critics say that, by the standards of private industry, it remains hidebound.

A survey conducted in the spring for the Royal Mail compared the quality of first-class letter delivery in several European countries. It found that the British service was second to none, with 80 per cent of letters delivered the next day. The Italians managed just 15 per cent.

When asked yesterday why so many Britons believed that they had an inferior service, Sir Bryan said that the Royal Mail had to find a balance between cost and quality of service. Stan Mendham, of the Forum of Private Businesses, said: "If the Royal Mail cannot provide a first-class service, it should give someone else a chance."



Nevertheless, the Royal Mail is pleased that it has increased its next-day deliveries by 8 per cent in the first six months of 1990 compared with the same period last year. The figures range from 78.1 per cent for long-distance letters to 92.2 per cent for local letters. Sir Bryan said he was concentrating investment on long-distance delivery as this had given rise to most criticism. The latest figure for next-day delivery



Sir Bryan: dismissed mail survey by lobby group as nonsense

was an improvement of nearly 13 per cent over 1989.

There had also been improvements in delivery methods, he said, and the 70 per cent of mail that used to go by rail now went by road. Delivery by air was extended this summer so that one in seven first class letters now went this way, Sir Bryan said. New routes were established between Belfast and Heathrow, and Edinburgh and Bournemouth.

Officials said that the Belfast air link was established because only 40 per cent of letters from there had been arriving on time when the national average was 70 per cent. It had been a difficult decision because it cost the Royal Mail 70p to deliver a letter by this route. They emphasised that the decision showed the Royal Mail's commitment to the uniform price of stamps, even though it cost only 8p to deliver a first-class letter across London.

There is a strong impression inside the Post Office that it is being blamed for past failings and that its progress is too often glibly dismissed. Hence the anger of senior Royal Mail officials at the survey by the Forum of Private Businesses. The Royal Mail said last night that the survey was "demotivating to a hard-working team".

Leading article, page 15

## Europe delivers a mixed service



ROME: The postal system in Italy has improved since the dark days of the late 1970s when trains carried mail up and down the country, often without delivering letters for months

at a time. Today, most letters sent internally arrive within two days. The average cost is 750 lire (33p). An express service costing an extra 84p guarantees the prompt arrival of letters abroad (usually within three days), while a telegram service available at every railway station and at most post offices, offers, for a minimum of £4.20, to

deliver a message within three hours. Those who live in Rome can take advantage of the Vatican's postal system which operates independently of the Italian state service. The Vatican usually delivers letters abroad in two days. Unfortunately, it has only one post box, which is situated in St Peter's Square.

Compared to the beleaguered Italian telephone system, now the butt of much criticism in the Italian press, the postal services have on the whole a reasonable reputation today. They are, however, dependent on the railways which are prone to sporadic strikes, so the service continues to be erratic, with delays to London of up to two-and-a-half weeks not unusual.



BONN: The German postal service is efficient, profitable and attracts little complaint from customers. They take next-day delivery for granted - at least in the west. In what is formerly East Germany delivery is slow and haphazard, hampered by decaying facilities and transport.

A standard letter costs one mark (34p) in what was West Germany. The same letter costs only half that in former East Germany territory, although the price will increase. More than Dm55 billion (£18 billion) is to be spent updating mail and telephone services in the east.

The postal ministry said that the mail delivery system employed 370,000 workers in west Germany and 130,000 in the east. The west German postal system, including telephone operations and banking facilities, made Dm3 million (£1 million) in 1989, officials said.



PARIS: Parisians love to moan about public services, but there is rarely a word of criticism for the post system. Practically every building, home or office gets three deliveries a day. Sundays excepted.

Letters posted in Paris before noon are often delivered by the last post the same day. The PTT said that the normal delivery time was considered to be 24 hours after collection. Mail from Paris to London almost always takes less time to arrive than vice-versa.

At present, there are two tariffs: the normal rate is 2 francs 30 centimes (about 24p), the "non-urgent" rate is Fr2.10 (about 22p). Figures for the mid-1980s show that some 10.6 billion letters were sent throughout France, and that there was a post office for every 3,266 people compared with the British figure of 2,659 people. Last year the Post Office made a surplus of Fr1.6 billion (about £160 million).

## MP seeks new laws to trace hackers

By NICK NUTTALL  
TECHNOLOGY CORRESPONDENT

POLICE officers investigating a case of suspected computer hacking should be able to tap telephone lines with a warrant from a circuit judge rather than from the home secretary, an MP has said.

Emma Nicholson, the Conservative member for Devon and West Torridge, said yesterday that she would be pressing Douglas Hogg, the trade and industry minister, for this provision in the Criminal Justice Bill which, it is widely expected, will form part of the Queen's speech.

Under the terms of the computer misuse laws, introduced in August after a vigorous campaign spearheaded by Miss Nicholson, the police are required to seek a warrant from the home secretary to tap the phone lines of a suspect believed to be illegally entering a government, public or academic or business data base.

"I believe the police should be able to go to a circuit judge rather than having to go what is effectively the secret service route. I would like this included in the new criminal justice bill we are anticipating in the Queen's speech," Miss Nicholson said.

Her plans for tougher laws also include a new computer bill or a series of amendments to strengthen the existing legislation. This covers hacking and virus programme writing but is weak in areas of emerging high technology threats to electronic information and communication systems, she added.



Nicholson: wants phone tap procedure simplified

## Brain damage boy awarded £775,000

A boy aged six who has cerebral palsy because of a hospital blunder at his birth, was awarded £775,000 agreed damages at the High Court in London yesterday.

Nihal Armstrong, of Cricklewood, northwest London, is unable to walk and has to use his chin to operate switches. The Royal Free Hospital, Hampstead, admitted liability and the award was against Hampstead health authority, which runs the hospital.

## Pedal power

Cambridge university is taking legal advice to try and stop a scheme by the county council to ban bicycles from part of the city centre between 10am and 4pm. The proposed ban, which would affect students at five colleges, also includes cars and vans and is intended to increase city centre pedestrianisation. The £15,000 scheme is expected to be approved by the full council next month.

## Film fight fails

Campaigners including Michael Heseltine, George Harrison and Michael Caine have failed to save the Regal cinema at Healey-on-Thames, Oxfordshire, from demolition. Mr Justice Nolan ruled in the High Court yesterday that there was no case for a judicial review. South Oxfordshire district council has granted planning permission for a supermarket, shopping centre and new cinema on the site.

## Farmers protest

Hundreds of farmers demonstrated outside the Welsh Office in Cardiff and handed out free lamb chops to shoppers yesterday in protest at plans to cut farmers' subsidies by 30 per cent. In a meeting later with David Hunt, the Welsh secretary in London, they called for more government support for agriculture.

## Man remanded

Ali Reza Kashabi, aged 43, a tourist from California who is accused of breaking into the grounds of Kensington Palace, was further remanded in custody until October 29 by magistrates yesterday.

## Press is harassing Ronson, wife says

By PAUL WILKINSON

THE wife of the millionaire businessman Gerald Ronson has complained of unfair and inhumane harassment of her husband by some sections of the press since he was jailed at the end of the Guinness trial.

In a letter to *The Times* published today, Gail Ronson says that certain papers seem intent on hounding her husband. Ronson, head of Britain's second largest private company, the Heron group, was sentenced to a year's imprisonment and fined £5 million last August after he was found guilty of receiving illegal payments to support the Guinness share price during the brewers' take-over of the Distillers drinks group in

1986. Mrs Ronson complains of suggestions that he was afforded special privileges when in fact she says he was given some of the most menial tasks available.

She was particularly distressed by coverage of her husband's recent visit to his doctor, details of which were leaked, enabling journalists to lay siege to both the consulting room and his north London home.

The family of the former Guinness chairman, Ernest Saunders, who was jailed for five years for his part in the affair, has made a complaint to *The News of the World*.

Letters, page 15

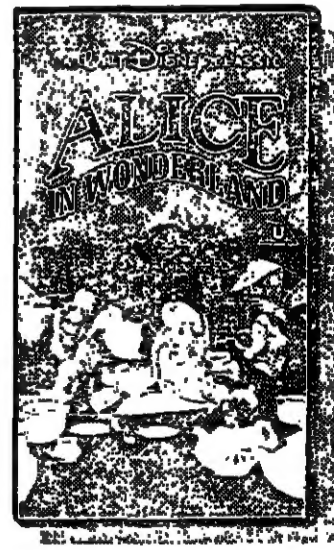
# Happiness is a Disney video from Smith's.



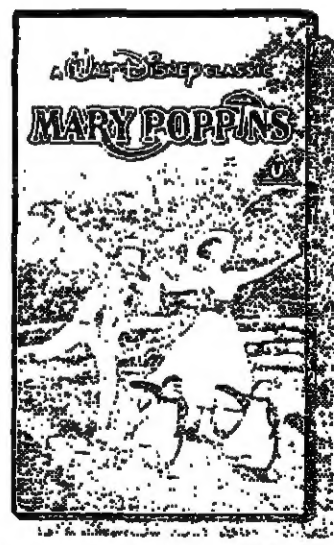
Lady and the Tramp (Cert. U) £12.99



Dumbo (Cert. U) £12.99



Alice in Wonderland (Cert. U) £12.99



Mary Poppins (Cert. U) £12.99



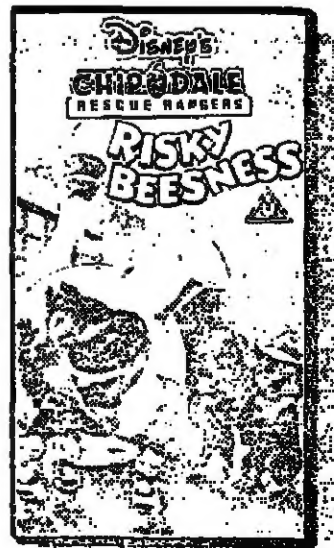
Sing Along Songs - The Bare Necessities (Cert. U) £7.99



Ducktales - Motel Strangeduck (Cert. U) £7.99



Winnie the Pooh - The Masked Marauders (Cert. U) £7.99



Chip 'N' Dale Rescue Rangers - Risky Business (Cert. U) £7.99

For a supercalafragilisticexpialidocious collection of classic Walt Disney videos, you don't have to tramp very far, just pop in to W H Smith. There's more to discover at WHSMITH.



# Goodman attack in Lords fails to block broadcasting rule

By PETER MULLIGAN, PARLIAMENTARY STAFF

IMPARTIALITY rules for broadcasters were finally passed by the Lords yesterday despite a strong attack by Lord Goodman, the prominent lawyer, who described them as an interference with free speech.

Peers voted by 155 to 116, a majority of 39, for a reworded amendment brought forward by the government at the third reading of the Broadcasting Bill after a variety of speakers expressed fears that it could give rise to legal actions.

The amendment calls for balance on "major matters". A previous amendment aimed at ensuring balance was withdrawn during the report stage nearly two weeks ago after fierce criticism from broadcasters, peers and others.

It was introduced by Earl Ferrers, the home office minister, who said that it provided a list of items that the government required to be covered by a code of practice to be drawn up by the Independent Television Commission.

However, Lord Goodman (Iad), a solicitor, called on peers to reject the amendment which he described as indefinite and ambiguous.

He predicted that it would operate against the creative people in the broadcasting medium and be likened to its effect to a sword of Damocles hanging over their heads.

He said: "They will be at a serious disadvantage and many of the programmes will be abandoned or changed seriously because of this provision".

The requirement for impartiality had been in the broadcasting legislation since 1954. He said: "Why it cannot be left in that situation defeats me".

Lord Ferrers said: "The purpose of the wording is to make it clear that we do not expect impartiality to be achieved over every nuance and matter of political and industrial controversy."

"The treatment of the Gulf issue, for example, should be handled in an impartial way, but that does not mean that every statement expressed about the Gulf should receive some sort of equal and opposite rejoinder."

He said that it was for the television commission, not the

government, to determine what might be regarded as a "major matter". That was nothing new. The Independent Broadcasting Authority (IBA) had to make that sort of judgment now.

Many lawyers, he added had been working overtime, giving opinions about the amendment and suggesting that it would make litigation more likely. He found it hard to understand why that should be thought.

He said: "Provided that the commission draws up the code reasonably, I cannot see that any judge will say that it has acted wrongly and, provided that the commission enforces its code reasonably, I cannot believe that there is anything to fear from judicial review."

He said that Viscount Whitelaw, the senior Tory peer, who had objected to the earlier version, was in favour of the new wording. It also had the support of the shadow Independent Television Commission.

However, Lady Birk, for the Opposition, said that the amendment would lead to greater government interference and more misunderstanding in the courts about programmes.

She said: "The lawyers will want to go to appeal and we should end up with the unfortunate situation where it is the judges - or even the government - who become the regulators of our broadcasting system".

She added that the amendment altered the very fragile balance between government control and

the editorial independence of broadcasters. "This amendment wrecks the principle that the government should remain at arm's length of the editorial decisions made by broadcasters."

Broadcasters reacted with dismay to the vote in the Lords yesterday on the government's amendment to the broadcasting bill (Melinda Wittstock writes).

Michael Grade, chief executive of Channel 4, said: "Progress of this late amendment through Parliament may serve the legal profession, but will do nothing to serve the public".

He added: "The government's first instincts were right: to leave well alone".

David Shaw, director of the ITV Association, said that the amendment was unnecessary, adding that independent television companies would have to wait and see whether the television commission's claim last week, that the reworded amendment is workable, was indeed correct.

"The commission will get all the co-operation they require in drafting the impartiality code. But the ball is in their court. If they have misjudged it and if Lord Goodman is correct, we are in for a right mess are we not?"

Lord Goodman said last week that the watered-down amendment would lead to a "lawyers' picnic". He and other notable QCs said that the clause requiring due impartiality on major matters was so unclear as to open the door to vexatious litigation and injunctions preventing programmes.



David Waddington, home secretary, with Paul Horton, who was badly burnt in an accident involving overhead cables. During his visit yesterday to University College Hospital, London, Mr Waddington said he was setting up a national arson prevention bureau.

## Stronger team for Labour in capital

By PHILIP WEBSTER  
CHIEF POLITICAL  
CORRESPONDENT

THE Labour leadership is on the verge of announcing plans to strengthen its organisation in London, with John Cunningham, one of the most senior members of the shadow cabinet, put in charge of the party's election campaigning in the capital.

Neil Kinnock is to appoint Dr Cunningham to head a new campaign management team consisting of senior officers from Labour's national headquarters and representatives from the London regional office, which will be given the task of improving Labour's electoral standing in the capital.

It was Labour's comparatively poorer performance in London in the local elections last May that blighted a day of otherwise sweeping success for the party and, in the inquiries that followed, party leaders decided that in future there should be stronger overall political direction from the top.

Mr Kinnock is also to consider appointing a front-bench spokesman, probably a senior London MP, with specific responsibility for presenting Labour's London policies in the Commons.

But it has been decided that Dr Cunningham, who is already the national campaigns co-ordinator as well as shadow leader of the House, is the right figure to co-ordinate the various campaigning elements in London and ensure that they get with national policy decisions. Among the key members of his team will be John Underwood, the director of campaigns and communications.

## Battle for votes opens on an estate of debt and deprivation

By KERRY GILL

FERGUSLIE Park, a sprawling council estate near Paisley, is one of the worst urban areas in Western Europe. Unemployment is almost 40 per cent, eight out of ten children receive clothing grants, nearly three-quarters of the population live on benefits.

The handful of shops still in business are boarded up for security reasons. An increasing number of people are choosing to be made bankrupt as a means of escaping multiple debt: accountants

post their calling cards through letter boxes. A credit union has been formed, largely to help people to keep away from loan sharks.

Few people visit Ferguslie Park unless they have to, but, over the coming few weeks, the estate will be turned into one of the main battlegrounds of the forthcoming Paisley North by-election caused by the death of Allen Adams, the Labour MP. The Scottish National party, hoping for a repeat of its victory at Govan two years ago, believes that Ferguslie could help

to bring about the 21 per cent swing needed to topple Labour.

The nationalists' policy of non-payment of the community charge will find sympathy on an estate where hardly anyone has paid. Chris McLean, the SNP's director of communications, said: "We will be telling them that a vote for Labour has been a complete waste of time, that Labour has done nothing for them".

Apart from north Belfast, Ferguslie Park was the only urban area in the United Kingdom to be designated a European "area in

crisis". Visitors from similarly chosen blackspots were shocked at the extent of deprivation despite attempts by the government and the local authorities to improve the lives of the 5,600 population. The Ferguslie Park Partnership was set up to work out an improvement strategy. Led by the Scottish Office, its membership includes people from the local authorities, private sector and the local community.

Charlie Macgregor, area co-ordinator, said: "Given the depth of poverty in the estate, the

demand for services is insatiable. Many of them come to see the staff about multiple debt. Debt problems have only been compounded by the poll tax. Most people in Ferguslie Park are not paying because they cannot pay."

One of the leading issues in the by-election is expected to be housing. The nationalist candidate, Roger Mullin, aged 42, who is the party's environment spokesman, will emphasise Renfrew district council's poor housing record. Although many buildings in Ferguslie Park are

being refurbished, others are boarded up, their doors covered by large metal plates and with wire mesh over the windows. It has been estimated that £44 million is needed to complete renovation.

The election will be a two-horse race between Labour and the SNP. The Labour candidate will be chosen tomorrow. The Conservative candidate is Ewan Marwick, chief executive of Glasgow Chamber of Commerce. The Scottish Liberal Democrats yesterday selected Jim Bannerman, a Strathclyde regional councillor.

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The S2 provides high torque throughout the rev range, allowing

you to apply confident bursts of speed when overtaking, its 'ground effect' technology tightening the car's grip on the road as you're accelerating.

Hands-on drivers will also enjoy getting their hands on the 944 S2's progressive power-steering system.

It allows you a firmer feel for the road at higher speeds without giving up power assistance when it comes time to park.

To give you even more control, the S2's ABS brakes have internally ventilated discs that won't lock. So even with the brake pedal to the floor on wet roads, you can still steer yourself out of trouble. Which may indeed save your life.

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# Council rents to be raised over inflation rate figure

By ROBIN OAKLEY, POLITICAL EDITOR

COUNCIL rents will increase by two percentage points over the inflation rate next year if the government sticks to housing subsidy guidelines issued for consultation yesterday, adding to the pressures for pay increases that the Treasury is anxious to rein back.

Labour spokesmen reacted angrily, saying that many areas had had rent increases of more than £5 a week this year and would now face further big increases. Clive Soley, Labour's housing spokesman, said that even if John Major, the Chancellor of the Exchequer, were to set the inflation allowance as low as 8 or 9 per cent in his autumn statement compared with the present 10.9 per cent, the consequent rent increases would still be appallingly painful.

The environment department figures are based on a notional inflation rate of 6 per cent for 1991-2, but a spokesman conceded that the guideline rent increases might have to be revised if the Chancellor went for a much higher figure.

The housing minister, Michael Spicer, announced the figure in a Commons reply, saying that it would mean an average increase in guideline rents of £1.84, ranging from £1.38 to £2.50. He told James Cran (C, Beverley) in a written reply: "The increases will continue the process introduced last year of encouraging authorities towards charging sensible levels of rents which better reflect the value of property in different parts of the country, while ensuring that rents remain within the reach of tenants."

Ministers are concerned that the government will suffer another bout of unpopularity next March and April when next year's community charge levels are fixed, making an early election in June a highly risky proposition even if inflation and interest rates are then improving.

Significantly, the council rent increase guidelines proposed for next spring are not as high as those set this year, which averaged five percentage points on top of the inflation allowance and ranged from 9.5p to £4.50. In practice, the average rent increase was a point below the guidelines, although some councils chose to go above.

He added: "If Mr Spicer wants to ensure that every council tenant in the country votes Labour, then this is the way to do it. I have no objection to him increasing Labour's support, but I have every objection to council tenants being penalised in this way."

He said that pensioners with occupational pensions that lost their entitlement to housing benefit could be paying as much as half of their disposable income in rent and poll tax.

The increase in council rents on top of the poll tax introduction was believed to have contributed to the poor Conservative showing in this year's local government elections. At the last election, the Labour Party had a 34 per cent lead over the Conservatives among council tenants. In the second quarter of this year, according to a Mori aggregate analysis, that lead had stretched to 61 per cent.

Mr Spicer also announced a new move yesterday to encourage councils to bring empty flats and houses back into use. Saying that it was a national scandal that there were 100,000 council properties empty when 40,000 people were housed in temporary accommodation, with 12,000 in bed-and-breakfast establishments, he added that he planned to replace the present sliding scale of allowances for empty properties with a flat-rate allowance of 2 per cent.

At the moment, councils with more than 2 per cent of empty properties are given extra allowances to compensate them for the lost rent income, reducing the financial incentive to find new tenants. In future, councils will get only the same flat-rate 2 per cent allowance however many of their properties are empty. That will mean that councils bringing properties back into occupation will receive the full benefit of the extra rent with no loss of subsidy.

Mr Soley dismissed the move, saying that the national average of 2.4 per cent empty council properties compared well with the 3.5 per cent of empty housing association properties and 5.9 per cent in the private sector.

## Football hooligans enquiry

The Commons home affairs committee is to conduct a short enquiry into the policing of football hooliganism, it was announced last night.

During three sittings in November the committee will hear evidence from the Football League, the Football Association and the football supporters' association, as well as the police, the Home Office and the newly established Football Licensing Authority.

The committee has already received much written evidence and this is to be published on November 8.

## Dartford link progresses

The southern approach road to the Dartford bridge across the Thames should be complete by the end of next year, Roger Freeman, public transport minister, said in a Commons written reply. The bridge is adjacent to the Dartford toll tunnel, a bottleneck on the M25 as it crosses the Thames between Kent and Essex.

## Rover talks

The chairman of British Aerospace, Professor Roland Smith, and Lord Young of Grafton, the former trade and industry secretary, are to appear again before the Commons trade and industry committee on November 14 to give further evidence on the sale of Rover.

## MPs recycling

An increasing amount of stationery used in the Commons comes from recycled paper, Sir Geoffrey Howe, leader of the House, said at question time. Eventually the use of recycled paper only would become the norm.

## Cycling MPs

MPs may be given a cycle mileage allowance, Sir Geoffrey Howe, leader of the House, indicated during question time. Logic and common sense gave support to the idea.

## Oil rig report

Lord Cullen's report into the Piper Alpha North Sea oil rig disaster has been sent to John Wakeham, the energy secretary, who will make a Commons statement about it as soon as possible. MPs were told in a written reply.

## Gypsy figures

Latest figures show that there are nearly 12,000 gypsy caravans in England of which 4,610 are on unauthorised sites. Robert Key, a junior environment minister, said in a Commons written reply.

## Parliament today

Commons (2.30): Questions: education and science; prime minister. Debate on exchange-rate mechanism.

## Lords (2.30):

Environmental Protection bill, third reading.



David Mellor, the arts minister, looking at a picture of Beatrix Potter at her Lake District home. Thirty of the author's watercolours of archaeological finds in London are on show at the Museum of London until January

## BR still planning £750m for west coast main line

By JOHN WINDER, PARLIAMENTARY STAFF

BRITISH Rail's £750 million west coast main line improvements are still in the investment programme and had been neither postponed nor cancelled, Roger Freeman, public transport minister, assured the Commons at question time yesterday.

The work could not be done overnight, but when it came forward, the British Rail proposal for the west coast line would be given sympathetic consideration.

John Prescott, shadow transport secretary, said that British Rail management despaired because they were having to postpone plans for the north-west high-speed rail link because of the inadequacies of the corporate plan, of which Labour had warned the government. The government should review that decision and come forward with a statement before further damage was done to the deteriorating railway system.

Mr Freeman said that British Rail would be able to come forward with updated proposals not only for the next three years, but also for the next decade. Big railway line projects could not be completed within the three-year planning period.

Later, Peter Snape, an

Opposition spokesman on transport, told Cecil Parkinson, transport secretary, that because of the delays, cancellations and high fares, none of his speeches, plans and promises made any difference.

After the government's 11 years in nominal charge of British Rail and five years in charge of London Underground, no one had been surprised at the paucity of the applause with which Mr Parkinson's speech had been greeted at the Conservative conference. Next year he would be lucky to get a clap at all.

Mr Parkinson countered with a reflection on Mr Snape's popularity by congratulating him on not being elected Labour chief whip last week. He said that £6,000 million had been invested in British Rail since the government took over and another £4,000 million would be invested in the next three years. "Cheer up, good things are on the way", he told Mr Snape. "Services will get better and you will become redundant."

Mr Freeman told Alex Salmond (Banff and Buchan, SNP) that a full electric service between Edinburgh and London was expected to start next year.

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## ERM leak denied

THE Prime Minister flatly denied yesterday that there had been any leak of the decision to join the exchange-rate mechanism and to cut base rates.

Last week, Dale Campbell-Savours, Labour MP for Workington, alleged that there had been leaks to the City and that millions of pounds had been made in the 90 minutes before the announcement.

In a written reply to him, Margaret Thatcher said: "Only those with an operational need to know were informed prior to 4pm on Friday, October 5, of the Chancellor of the Exchequer's intention to announce a cut in

base rates and the government's decision to enter the exchange-rate mechanism on Monday October 8. I have no evidence to suggest that information relating to the cut in base rates and entry in to the exchange-rate mechanism was known to anyone in the City of London outside the Bank of England."

In further written replies to Mr Campbell-Savours, Mr John Redwood, corporate affairs minister, said that enquiries by the Stock Exchange and the London International Financial Futures Exchange indicated that there was no evidence of any prior knowledge of the announcement.



# Paris rebuff to Saddam's 'special gesture' ploy

From Philip Jacobson in Paris

THE French government has again slammed the door on any possibility that its citizens held hostage in Iraq could be released as a special gesture from Saddam Hussein. In a response to yesterday's news that the Iraqi leader "suggested" parliament debates this, a French foreign ministry official repeated that Paris is interested only in "the liberation of all foreign nationals being held against all the principles of international law".

Underlining the point, Daniel Bernard, chief spokesman

## Lebanon meeting urged

From AFP in Paris

FRANCE has asked the five big powers on the United Nations Security Council to meet on Lebanon, in what could be a prelude to a full security council meeting on the issue, Roland Dumas, the foreign minister, said yesterday.

He emphasised, however, that it was really up to Lebanon itself to press for a full security council meeting if it wanted to get any sanctions against foreign troops occupying the country.

In an interview on French radio, M Dumas said France had directed its request to the Javier Pérez de Cuellar, the UN secretary-general. "I asked France's permanent representative to organise a meeting of the five permanent members of the security council," he said. In addition to France, they are the United States, Britain, the Soviet Union and China.

"This might perhaps lead to a security council meeting, but currently there is one legitimate government in Lebanon, whether we want it or not, and it is up to them to call for a security council meeting if they want to get any sanctions against foreign troops occupying Lebanon," M Dumas said.

He said the evacuation of foreign troops should begin with the Syrians, but also include the Israelis in the south of the country, the Palestinians, and Hezbollah (the Party of God), the Palestinian militia blamed for some of the kidnappings of Westerners in Lebanon.

His comments came after the October 13 Syrian-led offensive that forced the surrender of the renegade Christian leader, General Michel Aoun, who has taken refuge in the French embassy in Beirut.

for the Quai d'Orsay, reminded Baghdad that United Nations resolutions demand the unconditional release of every "human shield" in Iraqi hands. President Saddam's remarks about the long-standing friendship with France working in the interests of about 350 French nationals still detained were brusquely turned aside. "One does not discuss that kind of thing," said M Bernard.

Against growing evidence, the Iraqi leader appears to believe that his government's once-close ties with Paris could be utilised to split France away from the Western alliance now confronting him. Even with 15,000 French troops against him, President Saddam believes the prospect of more releases (nine French nationals were unexpectedly freed earlier this month) might tempt the government to break ranks.

This springs from earlier uncertainty about France's role in the Western front against Iraq. With the French defence minister, Jean-Pierre Chevènement, a founder member of the Franco-Iraqi Friendship Society, out of step with cabinet thinking, a chink of light may have seemed visible from Baghdad.

President Mitterrand's controversial "logic of war" speech at the UN at the end of September, apparently offering President Saddam a diplomatic lifeline via a four-point plan for a wider settlement of Middle East problems, undoubtedly encouraged the Iraqis.

What Baghdad overlooked was the depth of official outrage at the ransacking of the French ambassador's residence in Kuwait by Iraqi troops. This diplomatic blunder allowed the Quai d'Orsay to balance M Mitterrand's conciliatory words with tough talk about an apology from President Saddam and the release of all hostages.

There have been indications that the French were concerned about suspicion of their motives among Western allies. France took the lead in the drive to extend the security council embargo against Iraq to include most air traffic, while on the military front, M Chevènement appears to have buckled following a warning from the Elysée Palace.

The Emir of Kuwait, Sheikh Jaber al-Sabah, was in Paris yesterday at the same time as the US Secretary of Defence, Richard Cheney. Both had meetings scheduled with M Mitterrand.

Security issues: The Gulf conflict will top the agenda when M Chevènement meets his British counterpart, Tom King, in London today. They are also expected to discuss European security issues and missile development.



First British hostage to die in Iraq: Ron Duffy, the engineer who was the victim of a suspected heart attack

## Families rap Whitehall for insufficient help

By OUR FOREIGN STAFF

THE government has been strongly criticised by families of hostages and other Britons stranded in Kuwait and Iraq for not doing enough to help them. Seven more Britons in Kuwait were rounded up on Saturday, and are expected to become part of Iraq's "human shield", bringing the number of hostages to 304.

There was uproar lasting two minutes at a meeting between the Foreign Office and 150 family members when an official said they should be grateful for what it had done. Joanna Copley, co-founder of the Gulf Support Group, which represents the families, said the meeting was "very emotional".

The main complaints were: □ Those who had escaped had found a lack of appreciation of their problems when they reached British embassies in Saudi Arabia, Qatar or Bahrain.

□ There was a lack of information and the Foreign Office had been slow to pass on what it had.

□ A lack of sympathy in dealing with relatives on the telephone.

□ The Foreign Office had refused to allow the diplomatic bag to be used to carry food parcels to Baghdad.

Ms Copley emphasised that the complaints represented views of individuals, not the organisation. "Feelings were expressed that the government had not done enough. As a group we have good relations with the Foreign Office but this does not mean we feel the government has done enough."

Both the support group and the Foreign Office were upset that details of what was to have been a confidential meeting had been leaked.

A Whitehall source confirmed the refusal to use the diplomatic bag, saying this would be contrary to the Vienna Convention on diplomatic behaviour. No one was in danger of going hungry or being forced to leave their hotel. The 650 people remaining in Kuwait mostly had adequate food because they had stocked up at an early stage. The seven arrested on Saturday joined 83 others held at the Regency Hotel and may be moved to Baghdad soon.

Most of the hostages have been held at expensive Baghdad hotels before being deployed under the "human shield" policy. The British embassy has settled bills for those who could not afford to pay, spending a total of £1.3 million, including other costs.

A further 500 Britons are unable to leave Iraq although they are not under detention. Many have their own homes and are continuing their jobs, but others are short of money. The embassy has been instructed to help, according to their needs.

The Whitehall source said the money was not a loan and would not be reclaimed from individuals, but their employers might be asked to contribute. After the Gulf emergency was over, a claim would be made against Baghdad.

Some hostages are continuing to receive letters from Britain. A quantity of mail has been delivered to Baghdad by courier.

The benign attitude the government has taken to-

wards talks by Edward Heath, the former prime minister, with President Saddam Hussein may have been prompted by criticism from the families. Douglas Hurd, the foreign secretary, spoke in positive terms of Mr Heath's mission yesterday. "If he manages to bring hostages out who are sick or old, that will relieve a lot of anxiety and suffering," he said.

"It will leave behind many others, who are still being used as part of (Mr Saddam's) cruel policy of protecting the aggression, so our policy, our firmness will have to remain the same."

Britain is now one of only five countries with an embassy in Kuwait after Canada withdrew its diplomats at the weekend. The others are the United States, France, Oman and Bahrain.

The families of those held hostage in Iraq yesterday endured yet more anxiety and uncertainty as they waited for news from Baghdad that relatives and loved ones might be granted exit visas to board the Virgin Atlantic mercy flight home to Britain.

Relatives of those held in Iraq have been offered places on the plane to Baghdad. The flight organisers said yesterday that they had received many calls from those seeking a seat.

Virgin Atlantic arranged for seven nurses and four doctors to travel on the flight from Gatwick direct to the Iraqi capital. In addition the cabin crew are all former nurses. Will Whitcomb of Virgin said: "We do not know how many hostages we will be ferrying out, it could be any number between ten and two hundred."

## Hostage 'fit' just days ago

By PETER DAVENPORT

THE British engineer who died while being held as a hostage by the Iraqi government wrote home two weeks ago to say he was fit and well, his widow disclosed yesterday.

Ron Duffy, aged 62, a grandfather, from West Moor, near Newcastle upon Tyne, died of a suspected heart attack while at a military compound outside Baghdad. He had been working on a power station contract in Kuwait and was trapped by the Iraqi invasion in August.

Yesterday Christine Duffy, his widow, was being comforted by family and friends. "We know nothing more than the fact that he died," she said, "and that a doctor was with him at the time. Ron never had a day's illness in his life and certainly didn't suffer from any heart trouble."

Mr Duffy was one of five engineers working on a power station turbine contract for the northeast engineering firm, Merz and McLellan. Iraqi soldiers sent them to Baghdad shortly after the invasion.

Mrs Duffy said she did not know if her husband was to have been one of the hostages that Edward Heath, the former prime minister, was trying to free. A Foreign Office spokesman confirmed last night the embassy in Baghdad had been told of Mr Duffy's death on Sunday and that the post-mortem would be carried out in Iraq. He is the first Briton to die while being held hostage in Iraq.

## Fresh round of violence in Jerusalem

From Richard Owen in Jerusalem

HOPES for an end to the current spiral of Arab-Jewish clashes were dashed yesterday by a fresh round of violence. In what appeared to be acts of revenge for the killing of 21 Arabs on the Temple Mount two weeks ago, two Israeli soldiers were injured in knife and axe attacks in Gaza, and an Arab supermarket worker stabbed and wounded an Israeli delivery man in a Jewish suburb of Jerusalem.

Police yesterday kept West Bank and Gaza Arabs out of Jerusalem with roadblocks after three Israelis, including a policeman, were stabbed to death on Sunday. Police said the roadblocks would be lifted only "when tensions are reduced". Police fear further Arab stabbings as well as clashes between Arabs and right-wing Jewish militants.

To keep the lid on disturbances in Jerusalem, police were out in force on the streets yesterday. But riots broke out in the West Bank town of Jenin after false reports that Jews had attacked Arabs trying to enter Tel Aviv to find work despite the roadblocks.

The funeral yesterday of Shalom Shelush, the murdered policeman aged 28, became the emotional focus of a debate over whether the dead man might still be alive if he had shot at his assailant's head instead of at his legs. As the long funeral procession of cars, buses and police vans made its way to the cemetery on Mount Herzl outside Jerusalem, a relative waiting with grief tried to hurl himself on to the open police lorry carrying the flag-draped coffin. He had to be forcibly restrained by police walking behind the cortege.

"We need live Jews in Israel," not dead Jews to mourn," said Shlomo Hoffman of the Victims of Arab Terrorism organisation, as the procession passed. "The Arab who killed him is still alive, and is no doubt being handled with kid gloves as usual. Our police should be allowed to shoot to kill," he said.

Commander Aryeh Bibi, the head of the Jerusalem police force, appeared to support this when he said that, if the murdered policeman "had aimed at his assailant's head, there is no doubt he would be alive today". Commander Bibi said standing orders did permit security forces to shoot to kill if their assailant was known to possess an offensive weapon.

Instead Mr Shelush, an off-duty policeman who happened to be in the district when the Arab began his assault, followed the standard procedure for dealing with stone-throwers by firing twice in the air and twice at the legs of the man he was chasing. The attacker, Omar Abu Sirhan, a building labourer, had already stabbed to death an 18-year-old off-duty woman soldier and a 43-year-old flower shop owner while crying "Allahu Akbar" ("God is Greatest"). Now in custody, he claimed to have acted on his own initiative.

Palestinians yesterday reported that Commander Bibi's police had already "shot to kill" with deadly effect during the Temple Mount riots. But there is little doubt that the Temple Mount shootings did not just spark off another round of tit-for-tat violence of the kind which has become familiar over the past few years but marked a watershed in the Arab-Israeli conflict. The Temple Mount incident seems to have ushered in a new phase in which the surviving layers of trust between the Arabs and Jews, who have long co-existed in Jerusalem, have worn paper-thin.

Yesterday building sites in Jerusalem were idle and the daily production of steel reinforcement bars was down to 120,000. West Bank Arabs who normally play a crucial role in the Jewish economy either stayed away or were kept out by the roadblocks. On the other hand, thousands of Palestinian Arabs already live in the city, with many working in shops, cafes and businesses in Jewish west Jerusalem.

## Iraqi freighter boarded by Western sailors

From Reuters in Dhahran, Saudi Arabia

AUSTRALIAN and American sailors yesterday stopped and boarded an Iraqi freighter which had ignored warning shots and ordered to turn around, a US Navy spokesman said.

A boarding party is now on board, the spokesman said. He added that the 7,000-tonne al-Bahar al-Arabi, carrying steel tubes and plywood, was stopped in the Gulf of Oman in an operation led by the Australian frigate Adelaide and supported by the US frigate Reasoner.

The ship had been shadowed through the night by the Italian frigate Libeccio as it sailed through the Strait of

Hormuz, ignoring orders to return home and apparently continuing its course towards the Yemeni port of Aden.

US coastguards and navy personnel boarded the Adelaide-bound freighter on Saturday to enforce the United Nations trade ban against Iraq. The captain apparently agreed to return to Iraq. But the ship continued on its course after the party disembarked and ignored warning shots fired on Sunday by the US destroyer O'Brien.

The Iraqi government described the al-Bahar al-Arabi as a refrigerated fish storage vessel on lease from a private Iraqi company.

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## Egypt opens tombs to lure tourists

From Christopher Walker in Cairo

IN AN imaginative attempt to boost Egypt's flagging tourist industry, sorely hit by the Gulf confrontation, the authorities yesterday reopened the smallest of the three pyramids at Giza and unlocked the gates of 15 nearby tombs for the first time since they were unearthed a century ago.

The decorated tombs, never before seen by tourists, were selected from among 4,000 scattered across the dry, wind-blown Pyramids Plateau on the outskirts of Cairo. They were used for nobles, high priests and ancient royalty from the period of Egypt's fourth dynasty, about 4,600 years ago, through to the sixth, which ended 450 years later.

Until yesterday, only five of the tombs on the plateau had been opened during the past 20 years.

Zahi Hawass, director general of the Giza small pyramids area, said that visitors normally looked only at the pyramids and did not bother about the tombs. Those prepared for the opening, tombs on three sides of the Great Pyramid of Cheops, had been dug out of the sand, cleaned, lit and ventilated.

The third pyramid, built for the Pharaoh Mycerinus also at the time of the fourth dynasty, covers only one-fourth of the

area of the larger pyramids and at 204 ft is less than half their height. It had been closed for a number of years for refurbishment. During that time salts were removed, ventilation and lighting added, graffiti cleaned away and closed-circuit cameras installed.

A small passageway leads down to a burial chamber below the ground, where in the early 19th century a basalt sarcophagus carved with panel decorations was found and is believed to have belonged to the pharaoh himself. It was lost in a shipwreck somewhere between Malta and Carriaga, Spain, as it was being taken to Britain in 1838.

Tourist bookings are estimated by agents to be down by over 50 per cent since early August. They were further hit this month by the assassination of Egypt's second-ranking politician, Dr Rifaiat Mahgoub, outside one of Cairo's main tourist hotels. The Baghdad-based Abu Nidal group is suspected.

Losses from the tourist industry are put officially at more than £510 million. Yesterday Farouk Hosni, the minister of culture, said he hoped the newly opened sites would persuade tourists to spend longer in Egypt.

## Doctors strike

Dhaka - Doctors across Bangladesh staged a four-hour strike over the government's new national health care plan, medical sources said. (AFP)

## Last free ride

Peking - A Chinese train conductor has been sacked for letting a friend and his dog travel free in first-class, the official China Daily reported. (AFP)

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# Bush poised to veto civil rights bill as compromise fails

FROM MARTIN FLETCHER IN WASHINGTON

TWO weeks before congressional election day, President Bush was yesterday preparing to veto an important civil rights bill despite bitter protests from black leaders and Democrats who accused him of pandering to the racial prejudices of conservative blue-collar white voters, a key constituency.

The bill was designed to make it easier for blacks, other minorities, and women to sue employers on grounds of discrimination, reversing recent Supreme Court decisions, but Mr Bush had long argued that its effect would be to force employers to adopt quota systems to protect themselves from litigation.

Mr Bush was obliged to act on such a politically charged issue after both houses of Congress approved the legislation by big majorities last week and rejected an alternative administration measure, thus ending a months-

long search for compromise. The veto will cost Mr Bush his unusually high level of support among blacks - 74 per cent in one poll - and trigger a determined drive by Democrats to muster the two-thirds majorities required in both houses to overturn the veto. Support for the bill fell slightly short of that level in the House and Senate.

However, accepting the legislation would have further infuriated his own powerful right wing, reinforced the growing impression of a vacillating president lacking bedrock Republican principles, and lost his party's candidates an important source of white support on November 6. The 44 per cent vote attracted by David Duke, the former Ku Klux Klan Grand Wizard, in this month's Senate primary in Louisiana, demonstrated the level of white resentment against blacks and the pro-

grammes designed to help them.

With his advisers divided, Mr Bush was forced to choose between his natural inclination for bipartisan compromise and the constituency which ensured his election and belatedly discovered, particularly when he reneged on his "no new taxes" pledge, that he was not the Reaganite conservative they had been led to believe.

The White House insisted the veto was based on the bill's shortcomings and not electoral considerations. "The harm this would do to the cause of civil rights is potentially profound. Any measure that causes employment decisions to turn on factors of race, sex, ethnicity or religion, rather than on qualifications, is fundamentally unfair and is at odds with our civil rights tradition," Mr Bush said in a last-ditch written appeal to Congress last week.

The bill's supporters strongly disagreed. Senator Edward Kennedy, its sponsor, said: "The president's actions demonstrate that he is more interested in appeasing extremists in his party than in providing simple justice for the millions of working women and minorities who face bias on the job."

Jesse Jackson, the prominent black Democrat, said he hoped Mr Bush would not "Willie Hortonise the 1990 campaign" - a reference to Mr Bush's presidential campaign advertisements which featured a black convict who raped a white woman while paroled by Michael Dukakis, the governor of Massachusetts and Mr Bush's opponent.

George Mitchell, the Senate Democratic leader, said Mr Bush was "deeply and regrettably wrong" about the bill. Ralph Nease, executive director of the Leadership Conference on Civil Rights, said the administration's alternative legislation was so unsatisfactory that it was "dead on arrival" on Capitol Hill.

"It's obvious that the White House has not been negotiating in good faith. They never wanted a strong and effective civil rights act," he said. "George Bush is Ronald Reagan in sheep's clothing... his civil rights policies are just as deadly to those who are the victims of job discrimination."

Martin Fitzwater, the White House press secretary, hit back at the president's critics yesterday, saying: "A lot of them don't understand the legal implications of the bill."

However, another White House official said: "Few people will understand the details of this bill, and there will be many who simply see a civil rights bill and a veto."

Many moderate Republicans, alarmed at the way their party was depicted as the champion of the wealthy during the budget debate, are concerned it will now be seen as being anti-black and anti-minorities.

## Rush to beat US budget deadline

FROM SUSAN ELLICOTT IN WASHINGTON

US BUDGET negotiators, fresh from a weekend of further impasse and recriminations over how to tax millionaires, took their seats again yesterday behind closed doors in an increasingly desperate attempt to agree, only three days before the government loses its power to spend.

The prospect of a swift end to the stalemate faded on Sunday when John Sununu, the irascible White House chief of staff, stalked out of talks with congressional leaders accusing the Democrats of not wanting a fair compromise. But administration officials were back on Capitol Hill, while the White House and some legislators expressed optimism that a deal would be reached before Wednesday's midnight deadline.

"This is a little like the perils of Pauline," said Richard Darman, the White House budget director, who followed Mr Sununu out of the talks. "Just when you think you are moving ahead," he said, "along comes something to block the path."

Democrats glossed over the weekend as temporary setback and criticised Mr Sununu for posturing in time for the day's main television news.

Mr Sununu, the former Governor of New Hampshire, and Mr Darman have carved out reputations for themselves as Mr Bush's bully boys during the long-running budget drama. Late last month even Republicans raised eyebrows at reports of their tactics used in attempts to persuade members of Mr Bush's party to back a \$500 billion (\$255 billion) five-year bipartisan package to cut the federal budget deficit. For

days afterwards, descriptions of the two prowling the corridors of Capitol Hill and the White House laced political gossip columns.

Some political analysts saw Mr Sununu's walkout as part of a new "get tough" attitude increasingly adopted by the White House over past days in order to revamp Mr Bush's fallen approval ratings as a result of recent slip-flops on budget-related matters, including taxes. Last week Mr Sununu, whose image as an outsider to Washington politics often allows him to be the White House's hit man, accused the Democrats of being "addicted to taxes" as Democrats tried to talk up a "soak the rich" stance and label Republicans as hurting the poor.

During the weekend, however, Mr Bush agreed to increase the top income tax rate on the richest Americans to 31 per cent from today's 28 per cent. The move is likely also to raise the chances of a successful outcome to the talks but will anger Republicans facing re-election in their home states next month.

Time is running short and members of congress are anxious to adjourn this weekend in order to return home for the final stretch of their re-election campaigns.

Election day is now only 14 days away and members of congress have not adjourned less than three weeks before the vote since the second world war. They are also keen to avoid the embarrassment of having to shut down the United States government temporarily for the second time in a month.

Leading article, page 15

## Kenya severs ties with Norway

By OUR FOREIGN STAFF

KENYA said yesterday it was breaking off diplomatic relations with Norway after an increasingly bitter row over the activities of Kenyan dissidents based there.

The move caps several years of deteriorating relations between the two countries, particularly over the abuse of human rights.

Ironically, Nairobi continues to receive £10-15 million worth of development aid a year from Oslo, although it was announced recently that the amount is to be cut by more than £5 million because of concern over human rights.

The Kenyan foreign ministry accused Norway of being an accessory to illegal activities carried out by what it called fugitives. The Norwegian ambassador was given a week to close his embassy and leave the country.

The move by Kenya came after a row with Norway over Koigi wa Wamwere, a journalist and dissident politician who was charged with treason after returning from exile in Norway. On Saturday President Moi of Kenya attacked Norway for expressing concern over Mr Wamwere.

A statement by Wilson Ndolo Ayah, the foreign minister, accused Oslo of adopting a hostile attitude to Kenya for some time.

Mr Wamwere, a former member of parliament, and three others were charged on Friday after being arrested for planning an armed campaign to destabilise the government. He fled to Norway in 1986 and founded a clandestine opposition group called the Kenya Patriotic Front.

Norway protested to Kenya on Thursday over the arrest of Mr Wamwere, who was granted political refugee status

## Embattled Mengistu seeks to win church support

FROM ANDREW LYCETT IN ADDIS ABABA

PEERING through his thick spectacles and clutching a microphone, the Patriarch of the Ethiopian Orthodox Church, His Holiness Abune Merkorios, addressed hundreds of patiently seated Sunday school pupils last week.

After skating over social problems, including the need to guard against Aids, he came to the crux of his talk. In his gravel voice - "the nearest thing to Moses," according to one observer - he exhorted Ethiopia's youth to honour their forefathers, preserve their heritage and defend the territorial unity of their country.

A report of the speech appeared in the government-controlled press the following day. Until recently that would have been unthinkable. For the past dozen years, the church has smarted under an unprecedented anti-clerical barrage from Ethiopia's Marxist rulers.

In 1977, the then hardline Derg (Shadow) of military officers, headed by Lieutenant-Colonel Mengistu Haile Mariam, issued a secret directive to smash the influence of the Orthodox Church, which has existed in Ethiopia since

the fourth century. Despite nationalisation of its lands, the church proved more resilient than imagined and became a secret refuge for dissidents. Now Marxism is in retreat and President Mengistu's government (officially the Derg no longer exists) seeks to bind an increasingly popular church to its side.

It particularly wants church support in its struggle against further disintegration of the state. President Mengistu said recently: "Our nation is the product of the process of history and it has existed for thousands of years. This is proved by existing historical relics."

Ironically, the president also wants to contrast his liberalising regime with what is perceived as the continuing communism and anti-clericalism of the secessionist movements. The front line of the rebel Tigré People's Liberation Front is only 100 miles north of the capital. But the front has done itself no favours with its professed adherence to Albanian-type socialism. The joke here is that, while statues of Marx and Lenin have come down in Addis Ababa, they have been

replaced by even larger icons in territory held by the front.

The church seems willing to play along with the government in the hope of regaining some of its ancient lands. Meanwhile, it plays an increasingly visible and influential role. With other churches, it runs the Joint Relief Partnership which trucks food relief into Welo and Tigré.

At the colourful Maskal festival, which celebrates the finding of the True Cross by the Empress Helena, state television showed processions with the symbolic crosses for the first time since the revolution.

At dawn on Sunday, a service was quietly drawing to a close in the 105-year-old St Mary's Church, in the Entoto Hills, ten miles north of the capital. A hundred worshippers had been at the church since ten o'clock the previous evening. Abraham Habte Mariam, aged 22, said many young people were becoming deacons.

Political observers are now watching to see if these trends mean the church will become a threat to, rather than a partner with, the government.



Safe haven: a woman in a refugee camp at Kisinga, Uganda, sheltering 3,000 people who fled from a rebel invasion of Rwanda three weeks ago

## Myths resurrected as the Mafia basks in nostalgia's golden glow

FROM CHARLES BRUMMER IN NEW YORK

THE Feds moved in on Tommy Gambino last Thursday and charged him with running a racket that levied a "mob tax" on every article made in the garment district on Manhattan's West Side.

Law-abiding citizens should have cheered the booking of another notorious capo, but instead New York's media switched into the affectionate jargon it reserves for the old Mafia, an endangered species in every city except New York. Wise guys, made men, soldiers, *omertà*, the nostalgic terms were all wheeled out.

It was the same when the prosecutors shut down the mob's racket at the Fulton Street fish market by the Brooklyn bridge a couple of years ago, and also when John Gotti, the "reputed godfather" of the Gambino family, beat the rap for the third time earlier this year and was whisked off in a cloud of television lights and after-shave back to his "plumbing business" in Queens.

To the consternation of some moralists and the profit of Hollywood, the old *cosa nostra*, or at least the mythologised version, is enjoying a surge of popularity in America this autumn. In no fewer than seven new films, two of them probable blockbusters, the movie-makers are again celebrating the rituals and romance of the Mob.

After a decade in which only one serious Mafia film - *The Untouchables* - reached hit status, cinemagoers are flocking to see *Miller's Crossing*, a 1920s period piece from Dashiell Hammett in the grand tradition, *State of*

*Grace*, a realistic feature on the Irish-dominated Mob of Hell's Kitchen in New York, and *Narrow Margin*, a remake of a 1952 B-movie starring Gene Hackman.

The most acclaimed by far of those already released is *GoodFellas*, Martin Scorsese's dark but homely comedy about life in a suburban Mafia family, starring Robert DeNiro and Ray Liotta. Next to be released is the long-awaited climax to that Nibelungen *Ring* of gangster films, Francis Ford Coppola's *Godfather Part III*.

The most intriguing aspect of the new films, and especially *GoodFellas*, is the way they combine the epic feel of the old genre with the horrors of the real-life Mob, as depicted in countless FBI wire taps and gangster memoirs.

Despite brutality, betrayal and language that rarely strays

from obscenity, the murderous characters of *GoodFellas* have the audience chuckling along. Based on *Wise Guy*, the memoirs of Henry Hill, a Lucchese family gangster who turned informer, *GoodFellas* is so accurate that one of his prosecutors played a role and real-life mobsters have been writing newspaper reviews.

"I can't ever remember enjoying a movie as much. It's the most true-to-life crime film I have ever seen," said Edward McDonald, the former chief of the Federal Organized Crime Strike Force in Brooklyn, which has been leading the anti-Mafia war in New York.

One critic who has made known his displeasure is the real alleged godfather. "Mr Gotti is too intelligent to waste his time to see nonsensical movies like that," said Bruce Cutler, his lawyer. "This is a

government propaganda movie. It makes a hero out of paid government witnesses." The "dapper don", who has deliberately fostered a media image that draws on the Hollywood stereotype, is expected to be charged soon with alleged involvement in the 1985 murder of Paul Castellano, his predecessor as Gambino boss, according to widely reported leaks from the federal prosecutor's office.

In a sort of coda to the film, the police last week identified the remains of Bruno Facciolo, a reputed Lucchese "soldier" who was mentioned in the *GoodFellas* story. He had last been seen getting into his Mercury in Brooklyn in May.

One might wonder why Americans are queuing up to watch the antics of vicious hoodlums at a time that the country is suffering record lawlessness. By broad consensus, the answer is that nostalgia is at work. As erroneous as it may be, the modern crime wave is blamed on the black and Hispanic drug gangs which now dominate the inner cities.

Only one of the new films, *The King of New York*, depicts this new-style gangland and its drug lord hero is a Robin Hood figure who builds hospitals with the loot. With its codes, conventions and long Hollywood tradition, the Mafia craze harks back to the days when the bad guys only "whacked" each other, shunned drugs and behaved decently to their women and children. The Mafia hero, like his Western counterpart, draws directly on America's love of the rugged outsider.



Mob mania: Robert DeNiro, the actor whose latest film is *GoodFellas*, about life in a Mafia family

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# Hints of ban from office overshadow Bhutto's last rally

From Christopher Thomas in Lahore

THOUSANDS of people swarmed into the Punjab capital of Lahore for rival rallies yesterday, marking the end of Pakistan's election campaign amid rumours of an imminent court decision banning Benazir Bhutto from public office.

Riot police were deployed in large numbers on the streets as last-minute negotiations were held among political opponents to try to prevent the opposing processions from meeting. Both sides chose to finish their campaigns in Lahore because of the vital importance of Punjab, which returns 115 of the National Assembly's 207 Muslim members.

Miss Bhutto, the former prime minister, reached the city at the head of a convoy of cars, lorries and motorcycles that moved slowly along both lanes of the main road from Faisalabad, where she had spent the night.

Leaders of the rival Islamic Democratic Alliance, a coalition of eight parties, were simultaneously holding a rally inside the old walled city.

Miss Bhutto's car inched through a bedlam of people and snarled-up traffic while armed security forces looked down from rooftops. The city administration, which is run by her opponents, refused to allocate a site for a mass meeting. It originally approved a procession route that bypassed all the main areas of population, which Miss Bhutto rejected.

The army was out in force throughout the country. In Sindh province 35,000 troops were deployed on the streets of Karachi, Hyderabad and other towns to deal with possible

violence between rival ethnic groups. Security forces will stand by at thousands of polling stations in sensitive areas tomorrow.

The campaign ended officially at midnight. As it drew to a close, a highly placed source in the caretaker government said an early ban on Miss Bhutto holding public office was "possible". Several charges have been filed against her in special disqualification courts empowered to ban her from holding political office for seven years.

In another development Miss Bhutto has been ordered by a disqualification court in Lahore to appear in person on November 4 to answer charges that she misused secret service funds at the time of a no-confidence motion against her last year. The charge implies that the money was used to buy the votes of MPs.

Only if she loses the election will the disqualification process continue; if she wins, the special courts will be scrapped. She would then also be able to ensure the release of her husband, Asif Ali Zardari, who is being held in a police cell on kidnapping and extortion charges. His bail application, previously rejected by a Karachi magistrate, is due for review today.

In one of its final pre-election moves, the caretaker government has charged Miss Bhutto with using air force and state-owned commercial aircraft to transport MPs and ministers "in an unauthorised manner". The move demonstrates that her opponents, if they hang on to power, are ready to ignore private warnings from aid donor

countries that any ban on the former prime minister would be frowned on.

Pakistani intelligence agencies, whose detailed projections for the 1988 poll were largely accurate, have concluded privately that the new government will be headed by the Islamic Democratic Alliance. But they believe that the contest could be extremely close, with the possibility of a hung parliament.

Mian Nawaz Sharif, the powerful former chief minister of Punjab, appears to be the front-runner to be prime minister if Miss Bhutto is defeated. The army favours him because he can claim a mass political base, unlike either of the other contenders — Ghulam Mustafa Jatoi, the acting prime minister, and Mohammed Khan Junejo, a former prime minister who was dismissed by the army in 1988.

Nearly 50 million voters will choose between 1,300 candidates for 207 Muslim seats tomorrow. Ten additional seats are reserved for religious minorities and eight for tribal territories. Both groups usually join the winning side. If the election produces a hung parliament the tribals and minorities, together with independents, could well become the tie-breakers.

The Islamic Democratic Alliance is hoping for a straight win over Miss Bhutto in the 207 Muslim seats being contested. The Sind-based Mohajir Qaumi Movement, whose 14 MPs gave their support to Miss Bhutto after the elections in 1988, will support her rivals this time.



Power play: Benazir Bhutto making an impassioned speech to a rally in Faisalabad

## Chissano ends one-party rule

From Jan Raath in Harare

MOZAMBIQUE is to do away with one-party rule in an attempt to end more than 30 years of civil war. The People's Assembly (parliament) in Maputo voted unanimously at the weekend for changes in the country's constitution, declar-

ing that political pluralism shall be "the fundamental instrument for the democratic participation of citizens". The clauses become law when the assembly completes the debate on its new 200-item constitution, followed in

December by another session to ratify regulations on the establishment and conduct of political parties.

The Mozambican government of President Joaquim Chissano is probably the first on the continent to open a

serious debate on ending single-party rule. The demise of the one-party system has been one element of a complete restructuring of its system, from the introduction of *habeas corpus* to the adoption of market forces in the economy.

The motive behind this vote was an attempt to bring peace to the estimated 14 million people who have known only war for the past 30 years. The reforms have gone all the way in meeting demands by the rebel Renamo movement for the freedom of worship, return of power to traditional chiefs, the opening up of the economy and the legitimising of opposition.

But it appears that Mr Chissano has gone too far for Renamo, led by Afonso Dhlakama. One clause the assembly approved prohibits parties from using violence to further their aims, meaning that the South African-managed organisation must discard its weapons before it registers as a party for elections set for next year.

Mr Dhlakama has resisted anything that may mean a ceasefire, and last month boycotted a third round of direct talks in Rome with the ruling Frelimo party, much to the annoyance of the Vatican, which sponsored the talks.

## Mahathir routs election challenge

From M.G.G. Pillai in Kuala Lumpur

THE Malaysian prime minister, Mahathir Mohamad, began a third term in power yesterday, after routing a combined opposition challenge in Malaysia's general election to emerge with a comfortable two-thirds majority.

His 10-member multi-racial National Front coalition took 127 of the 180 parliamentary seats in the weekend polls, Malaysia's eighth since independence in 1957. The coalition also won ten of the 11 state assemblies which had elections at the same time but conceded one state, Kelantan, to the opposition. Two federal cabinet ministers and two state chief ministers lost their seats.

But Dr Mahathir marginalised, for the moment, a determined challenge from a former cabinet colleague, Tengku Razaleigh Hamzah. He retained a comfortable two-thirds majority in parliament, even though the opposition coalition increased its seats from 37 to 53.

While Tengku Razaleigh's Semangat 46 (Spirit of 46) party lost ground from 12 to eight seats, the fundamentalists and Malaysian Islamic Party, his coalition partners, improved from one to seven. Together they won all 39 seats in the Kelantan state assembly and 13 parliamentary seats from that state, but their attempt to take over the neighbouring state of Terengganu failed.

Tengku Razaleigh's opposition coalition Gagasan Rakyat (People's Vision) is now confined to Kelantan, and the next few years will show if he can spread his wings elsewhere.

The prime minister took the 71 Malay seats he held in the outgoing parliament, but the opposition threat remains, although subdued for the present. One reason for the opposition's defeat was Tengku Razaleigh's espousal of the Christian-led Parti Bersatu Sabah, which defected from the ruling coalition to join him early last week.

The victory hides severe leadership problems within the ruling coalition. Far more worrying, though, is the increasing authoritarianism of the prime minister. Malay leadership is characterised by authoritarian rule. Every previous prime minister was autocratic, but Dr Mahathir tried a few years ago to reduce the power of the traditional rulers, who assume a greater political role than the constitution allows.

He has kept the civil service, the judiciary, and the armed forces under his personal control. His policy of privatisation of government departments benefits his business cronies and colleagues in politics and their business partners. The checks and balances that many had hoped this election would provide for did not materialise. For the moment, that works to his advantage.

## Temple row puts pressure on Singh

From Coom KAPOOR in Delhi

THE minority government of V. P. Singh, India's prime minister, is in danger of falling within the month as its compromise moves over the construction of the Ram Janmabhoomi temple in the holy city of Ayodhya fail to find acceptance by both Hindus and Muslims.

Mr Singh's besieged government had a further setback on Sunday night when it was forced to ask Ramaswami Venkataraman, the president, to withdraw an ordinance promulgated less than 48 hours earlier, taking over the disputed temple site in the northern state of Uttar Pradesh.

An unused mosque, Babri Masjid, stands on the site and Hindus claim it was built over an earlier Hindu temple marking the birthplace of the god Lord Rama.

A five-member committee of chief ministers from Janata Dal, Congress (I), the Communist Party of India (Marxist), and the Bharatiya Janata Party met yesterday in a last-ditch attempt to work out a formula that would defuse the highly-charged issue.

Fundamentalists on both sides have whipped up religious sentiment over whether or not a temple should be built at the site, and Muslim organisations have expressed their outrage that the mosque could be taken over by the government, thus interfering with their religious rights. Muslims make up about 10 per cent of the population of India.

The BJP, the Hindu right-wing party with 86 MPs which supports Mr Singh's National Front government, issued a warning last week that it would withdraw its support of the government should construction not begin by next Tuesday or if Lal Krishna Advani, the BJP president, were arrested during the religious procession that would precede temple work.

Mr Advani's proposed journey in "Rathayatra", a motor-driven chariot, has been criticised as a move that would incite religious passions and lead to communal violence. At yesterday's meeting of chief ministers K. C. Tyagi, a senior Janata Dal MP, doubted there was any way of preventing a flare-up other than arresting Mr Advani.

Mulayam Singh Yadav, the chief minister of Uttar Pradesh, said any solution to the dispute must be acceptable to both sides, failing which a court should decide whether the mosque was originally built on a temple site. No demolition of the mosque would be allowed until then, he said.

Extensive security arrangements have been made in Ayodhya, with the city's main highways blocked off and all trains to be diverted over the next few days to prevent Hindu volunteers from flooding in to begin construction work next Tuesday.



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# Soviet Union tightens law against black marketeering

FROM MARY DEVESEY IN MOSCOW

THE Soviet parliament yesterday passed legislation stipulating tougher penalties for black marketeering in an attempt to discourage one of the Soviet Union's most flourishing areas of crime.

Senior law and order officials acknowledge, however, that crimes of "speculation", as they are loosely described, are a product of permanent shortages and that legislation alone will not eradicate them.

The new law, which comes into force as soon as it is signed by President Gorbachev, defines speculation as "the purchasing of goods intended for trade in the state sector and their resale for the purpose of profiteering". The unauthorised sale of goods from

depots and warehouses, as well as deliberate concealment of goods from customers, are defined as separate offences, as is private price-fixing by groups or individuals with access to scarce goods.

The law defines another offence as selling goods intended for the state sector at prices above the established ceiling, in preparation for next year when the price of non-essential goods will be allowed to float free up to a certain level.

The penalties for each offence vary from prison sentences of less than a year or a fine of 1,000 roubles (about £1,100) up to seven years' imprisonment, depending on whether the crime is classified as "serious", defined as involving more than 1,000 roubles' profit, a repeat offence or a group conspiracy. Those convicted are banned from working in their previous capacity for up to five years after completing their sentence.

The legislation, which was rushed through parliament yesterday morning, may be an attempt to placate disgruntled consumers in advance of the higher prices and tough austerity measures widely forecast for the new year. A press conference of top law and order officials, held yesterday as the legislation was going through, may have had a similar purpose: to convince the public that serious action was being taken to combat crime.

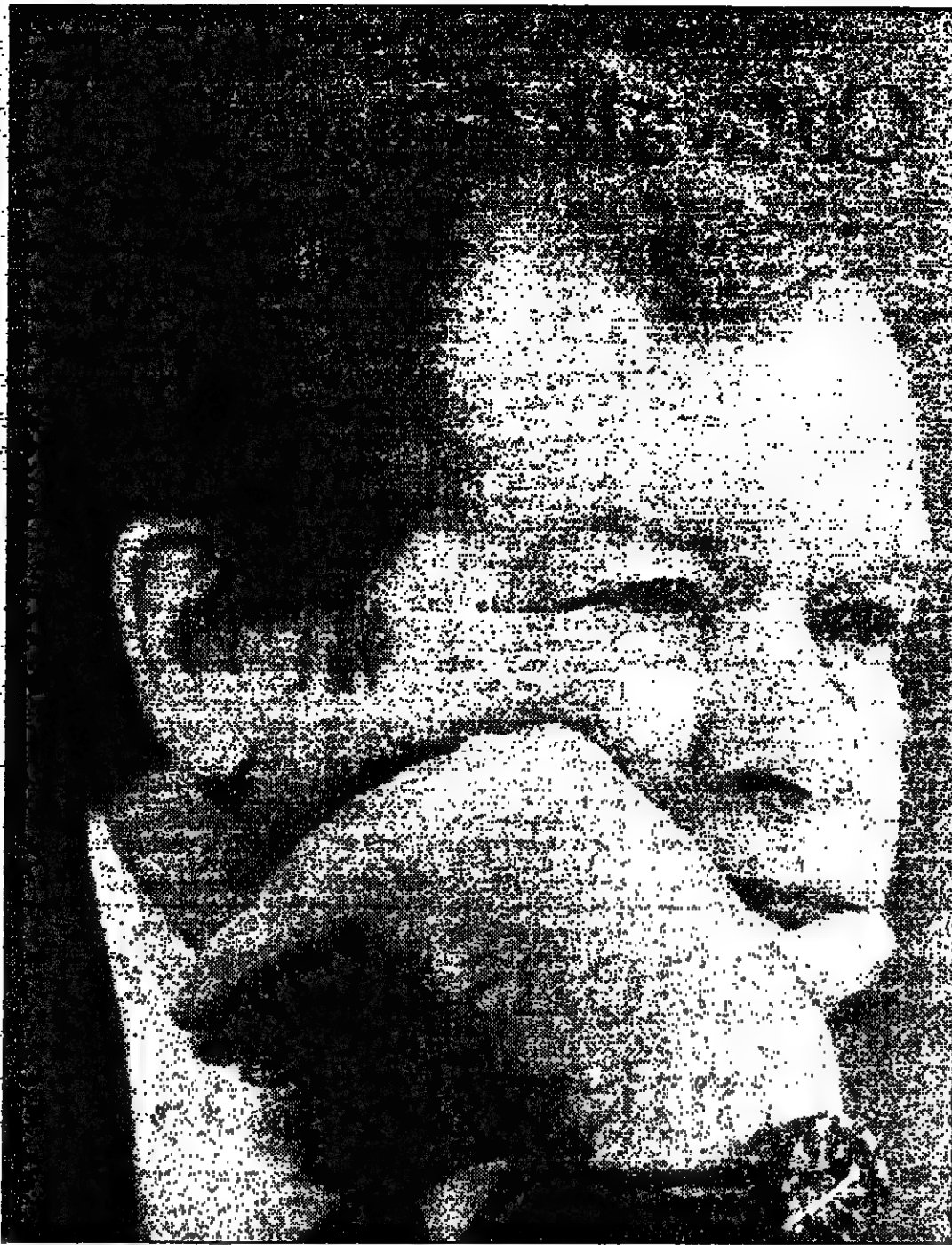
The officials, who included Vladimir Kryuchkov, head of the KGB, Vadim Bakatin, minister of the interior, Veniamin Yakovlev, the justice minister, and Aleksei Vasiliev, the deputy chief procurator, acknowledged public concern about crime, especially black marketeering and violent attacks. But other than explaining that "outdated" laws were being taken off the statute book in an attempt to increase respect for the law and that co-operation between the KGB and the interior ministry was being stepped up, they had few concrete measures to offer.

Mr Bakatin disclosed that "organised crime" about which the Soviet press and the KGB have whipped up a frantic campaign, accounted for just 2 per cent of all crime. He also emphasised that, despite protesting references to the Soviet mafia, organised crime had nothing in common as yet with the "state within a state" that existed in some countries.

The KGB has recently emphasised its role in fighting organised crime, apparently to justify its continued usefulness and its budget. Although the KGB is one of the institutions threatened with spending cuts, Mr Kryuchkov insisted yesterday that his budget and that of the interior ministry would be maintained at their present level.

Seen in this light, yesterday's press conference may have been a last-ditch attempt by the KGB to resist cuts in manpower and funding, for which there is increasing public pressure.

Capital search, page 14



Party watchdog Vladimir Kryuchkov, the KGB chief, sounding the alarm on organised crime

## Forgotten Frenchman hops into history as father of flight

FROM PHILIP JACOBSON IN PARIS

LOOK UP Clément Ader in French reference books and you find him listed as "the father of aviation", credited with making the world's first powered flight in a flimsy, batlike contraption at the Chateau d'Armainvilliers exactly 100 years ago this month.

To mark the centenary of this glorious achievement, 1990 was declared "Clément Ader year" by President Mitterrand, and to underline the nation's claim to this particular slice of glory the president recently opened a vast new aircraft factory bearing the aviator's name.

But what about the Wright brothers, the Americans who became accepted as pioneers of manned flight with their take-off at Kitty Hawk, North Carolina, in 1903? What about the lack of impartial evidence to prove that Ader's flying machine, Eole, really did skim 50 yards across the lawn of the chateau in the "historic" flight?

Generations of French children have been taught that Ader did it first, and with M. Mitterrand backing him the textbooks are unlikely to be altered in favour of a couple of foreigners. In any case, an official committee has been appointed, under a distinguished air force general, Pierre

Lissarrague, to co-ordinate celebrations of "One hundred years of French aviation".

As far as the general is concerned, after a decade or more of painstaking investigation, Ader and Eole (named for Aeolus the Roman god of winds) fully deserve their place in French history. As he told *The Wall Street Journal*, which yesterday pub-



Steam-powered — or hot air? Ader's flying machine

lished a long and entertaining account of the affair: "You cannot prove that he did not fly."

But can Ader's perussons prove he did? According to General Lissarrague, formerly head of the National Air and Space Museum, the French inventor's mania for secrecy about his work on Eole has allowed foreign researchers to "massage" his claims.

On the day of the flight, it seems, Ader had ensured that only two trusted mechanics were present when the moment arrived

to try to lift the steam-driven machine — which resembled a design by Heath Robinson — off the ground. There were no impartial observers, no photographer.

In a book he wrote some time after the Wright brothers' feat had thrilled the world, Ader claimed that a subsequent attempt had carried him for a hop of 100 yards. But when he finally persuaded two generals to witness his latest machine in action, a malign gust of wind deposited it on one side some 300 yards away.

Audacious to the end, Ader claimed this "uninterrupted take-off" as his finest achievement to date. The top brass thought otherwise, advising their ministry to halt funding, a blow that drove him to abandon the project. That might have been the end of the story, had not General Lissarrague come across Ader's only surviving machine mouldering in a Parisian arts and crafts museum.

After prodigious research he has established, to the satisfaction of the Ader committee at least, that the last flight was a success, overlooked by the observers because of poor visibility, difficult terrain, the setting sun, and more besides. "It was a plane that flew and that no one saw," he assured *The Wall Street Journal's* reporter.

## German farmers feel cold wind of competition

EC talks to cut agricultural export subsidies are deadlocked. The German peasant thinks his government will protect him from real international competition, Ian Murray writes from Oeverich, Rhineland-Palatinate

BY DAY this half-timbered village is all but deserted. Some hens strut in the courtyards, and a few wrinkled old women sort vegetables by their back doors. But most doorbells are unanswered and the silence and smell of dung hang heavy in the air.

These days there are seven full-time farms in the village and that, says Berthold Schmitt, is six too many. "They are all too small to be economic," he explains. It is all Napoleon's fault, he says, because when the French occupied the land the Napoleonic Code requiring farms to be divided constantly between the heirs of a landholder was enforced. The result was smaller and smaller properties.

Herr Schmitt has 62 acres of good, dark land handed down through generations. It is well above the average 42-acre size of a German farm, and he boasts he has some of the richest earth in the country, yet he only earns 30 per cent of what the family needs from it. His wife goes out to work and he earns the bulk of his income from running a co-operative, leasing farm machinery.

That is why the village is deserted by day. Most of the population works in town to augment their income.

Peter Müller is one of the few full-time farmers. He rents 75 per cent of his 99 acres, the biggest parcel of land round the village. Even so, his wife drives 20 miles each morning to work in a Bonn ministry. "She earns the money for what we eat and drink," he explains. "What I earn on the farm is only just about enough to keep it going." For him a cut in EC farming subsidy is a tasteless joke.

"Things are bad," he says. "They are already getting worse." He has 20 cows and grows corn, maize and beetroot and can afford no labour. "Every day I have to get up and work hard to keep it going," he complains. "There are no holidays and the pay rate is dropping." He has a son, aged 14, but he is not advising him to take on the farm. "There is no future in it," he says.

As far as he is concerned, there is no real alternative. He started work on the family farm straight from school 25 years ago. Now aged 38, he reckons that he is too old to start anything else.

He laughs at the idea that the German government could cause a trade war if it refuses to agree to a cut in his income.

"They always have to find a scapegoat for trouble, so this time it is the German farmer. If they cut us back any more they will wipe us out, and they will have another problem." A loyal Christian Democrat all his life, however, he does

not believe his government will abandon him to the mercies of world competition. "If need be, our government will pay me," he says confidently. The palatine is the home of Helmut Kohl, the chancellor, who has made it his power base. Herr Müller does not think his party leader would not do all to protect his constituents.

Herr Müller's immediate worry is the new competition from eastern Germany. "If you ask me, they should have built the wall two yards higher, not pulled it down," he says.

Herr Schmitt is equally gloomy about the new threat. "They are our competitors now. They can produce at world prices because they have bigger units and lower rent. We cannot sell our produce at the same level and survive."

He reckons that only farms of about 250 acres and more will be economic in future. His machinery co-operative has 160 members with an average of 86 acres a farm. If the EC subsidy is cut by 30 per cent, he is sure that at least half of them will be put out of business.

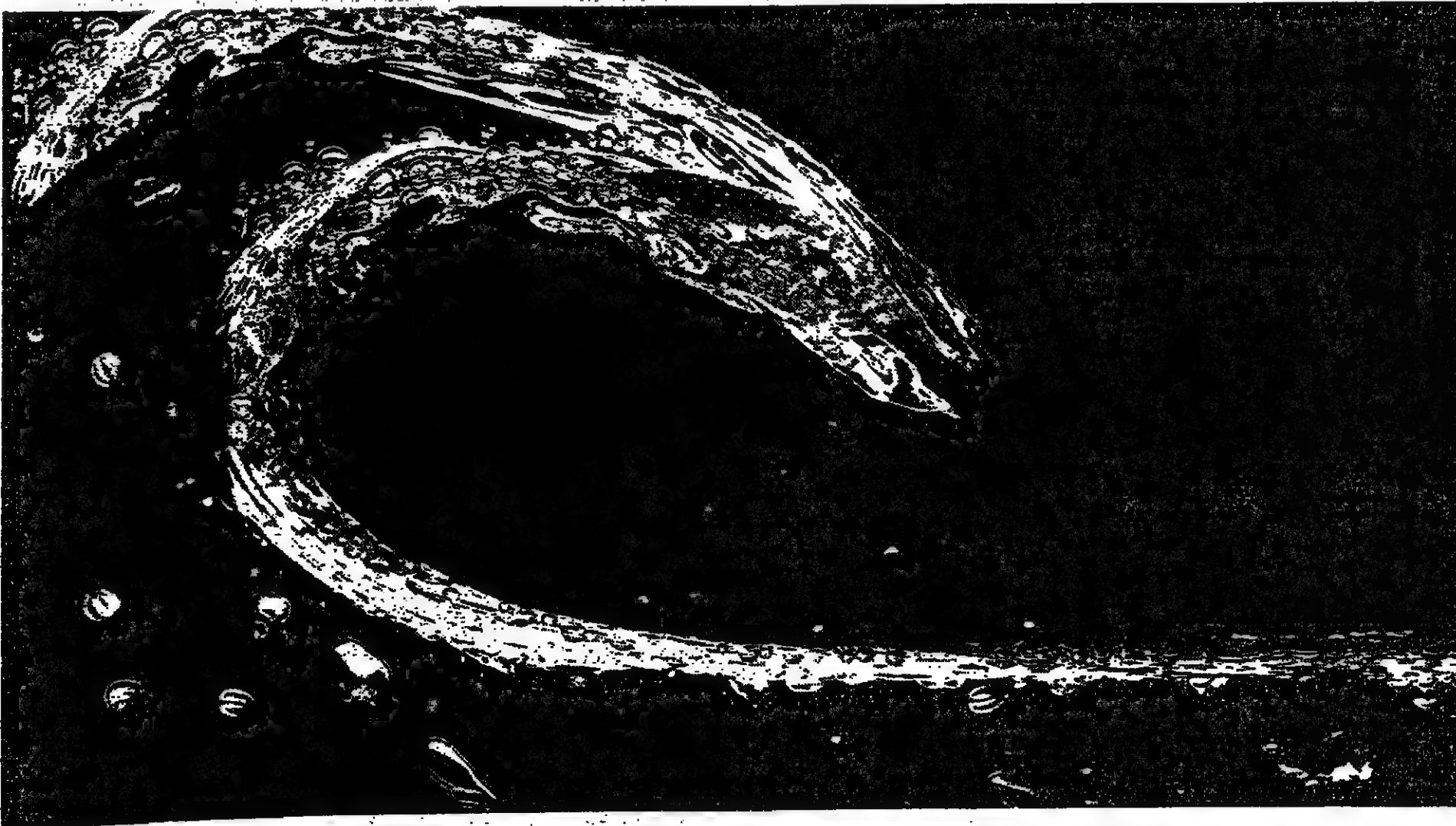
Conscious of the environmental aspect of the argument, he believes that bigger can be better. With 250-acre units, he estimates it will be possible to make a living on a lower yield than is being forced out of the land with fertilisers. This in turn would increase the quality and the price of the produce, while saving the cost and the consequences of fertilisers.

A liberal Free Democrat, he is less convinced that the government will block a reduction in subsidies indefinitely. Germany is primarily an industrial state, he argues, and cannot afford to put its industry at risk in a trade war for the sake of farming.

"The wisest thing would be to give in because we are interested in selling machines." If that happens he reckons all the land round about will one day be just one farm, with the half-timbered village no more than a home for commuters.

Already some of the hereditary farmers have given up. The Hoerner family struggled on for 17 years on the 57-acre unit they inherited. They never had a holiday in all that time, struggling to build a new barn for 70 bullocks in order to increase their chances of making a good living.

Four years ago they gave up, sold the bulk of the land and turned the bullock barn into a workshop. The family now live from an oil-delivery business, keeping just a tiny parcel of land growing sugar beet as a token of their past. "Life is so much better now," Frau Hoerner said happily. "Farming is hard work for nothing."



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# More power to the people

Woodrow Wyatt

Electricity privatisation is hotting up. Already, seven weeks before the sale, there have been more than four million requests for details — well up on the response at the same stage in the water share sales. The way the electricity shares are priced will be a bonanza for those who get them. The first instalment will be 100p a share, the second is not until October 1991 and the final instalment in September 1992, giving the buyer the longest time to pay in any privatisation so far. As just about every family is a customer, the attraction of the vouchers to be set against electricity bills, or a bonus of one free share for every ten allocated, seems irresistible.

Opponents of electricity privatisation call it a scandalous giveaway of national assets at the expense of the taxpayer and eventually of the consumer, whose electricity bills they claim will be higher than they otherwise need be. Initially, muddles over exactly what was to be sold, and how, might have given some strength to this argument. But now John Wakeham, the energy secretary, has all the arguments on his side. The advent of privatisation has immediately saved some £3.8 billion. The coal-fired generating stations planned at Fawley, near Southampton, and at West Burton in the Midlands, costing £1,000 million each, will not be built. This is a positive act of generosity. The Hinkley C nuclear reactor, to cost around £1.8 billion, is to be postponed, perhaps indefinitely.

Under nationalisation, careless of the taxpayer, such unnecessary generating projects went ahead just in case they might be needed. The new system is sharply competitive. Generators, whether owned by the newly privatised National Power and PowerGen, or by new power entrepreneurs, will bid to sell their electricity at half-hourly intervals during the day before it is used. The cheapest offer will have first preference, and so on, until acceptance of the final offer needed to meet the expected demand, with a little in hand. That last offer will set the market price for the day, and all will receive it. To make sure of being included, all generators will have to be on their toes. Any new power stations built by National Power and PowerGen at their shareholders' expense will be of the gas turbine type, both cheaper and environmentally friendly.

Consumers will not be shackled to their local electricity suppliers. At present this freedom is limited to customers with a maximum demand of more than one megawatt, enough to run a large factory. In four years the competition will be extended to customers using more than 0.1MW — about what a substantial office block uses. In eight years, all the 20 million household customers will be able to shop around for cheaper electricity and better ser-

vice than their local public electricity supplier offers. If you live in Cornwall, there will be no physical or other bar to getting your electricity from Scotland if you wish, though you will need a different meter. Professor Stephen Littlechild, director-general of Electricity Supply (Ofel), is acting fast to see that such meters are available at a reasonable price in time, even for the smallest customer.

He will also ensure that electricity prices do not increase faster than the cost of production. At the moment he is saddled with the Department of Energy's arrangements, which will let the 12 area supply companies temporarily charge a bit above the retail price index (an average of 1.1 per cent) to allow for new investment, though London Electricity must not go above the RPI. When Professor Littlechild reviews national grid pricing in three years' time, and that of the electricity companies in four years and of the distributors in five years, it is highly probable that all customers will be charged increases no higher than inflation and in most cases somewhat lower.

I have talked to this tough gentleman several times. Right from the start he will impose guaranteed standards of service, including penalties for failure to keep appointments or to restore supply at promised times. This is analogous to Ofel, run by Sir Bryan Carsberg, which now makes BT repair faults within two days and provide new services on the date promised, with a penalty of £5 or more per day for delays. On average, prices for all telephone users are 20 per cent down, after allowing for inflation, since the privatisation of 1984, though through factors too lengthy to explain here, domestic users are paying only about 10 per cent less. Ofel has also ensured that 95 per cent of call boxes are working, against 70 per cent or fewer two and a half years ago.

Offer will benefit from the path set by Ofel. Professor Littlechild particularly wants a more sensitive approach to people who do not pay their bills on time — often suffering acute hardship as a result — and will act to get it. "I expect a significant and continuing decline in the number of disconnections," he says. Companies will have to make long-term arrangements for payment of past debts and, where necessary, for easier collection of future payments. Theft from coin meters can be avoided by installing card or token meters.

Many thought that privatisation of so gargantuan an affair as electricity could not provide genuine price competition or choice and care for the consumer. Emphatically, the critics will be proved wrong, and the public purse, shareholders and customers will all benefit from removal of the dead hand of nationalisation.

...and moreover

## ALAN COREN

I am growing. Not vertically, swelling this is not about weight, it is about length. Although I thought it was about weight at first, I thought I had fat feet. I looked at them for a time, and since I couldn't be sure whether or not they had grown fatter, I tried lifting them up to see if they had grown heavier.

It was impossible to tell. Standing on one foot and dangling the other to see if it seemed heavier than the last time you did it is a sensible diagnostic course only if you can remember how heavy it was the last time. I do not keep a record of such things. I do keep a record of other things, however, which we shall come to in a bit, but we have to go to Russell & Bromley first, because this harrowing narrative requires me to retrace my steps exactly, especially as those steps were larger on the way back from Russell & Bromley than they were on the way there.

For a couple of weeks prior to the inspection and the weighing, I had been uncomfortable in my shoes. I have four pairs, all pretty old. I do not like buying new shoes: there is the bit where you walk up and down the window outside gazing at the gleaming ranks of these various comic things and vainly attempting to imagine them poking out of the ends of your trousers, there is the bit where you enter and engage in the unsettling intimacy of being unshod by someone you have never met, there is the bit where the shoes come out of their boxes and you limp up and down in one of them, very carefully so as not to crack it and therefore totally unnecessarily for assessing its comfort, and there is the bit where you go out of the shop carrying the only pair of shoes you hated when you first saw them in the window.

Since all these bits precede the bit where you get them home and try walking about in them the way you normally walk about, only to discover that they seem to be made of lead, you will understand why I hang on to the old ones.

But since all eight had been pinched for a fortnight, and since the foot inspection had

thrown up nothing pedally untoward, I concluded that for some reason they had all been blighted by shrinkage, and I hobbled off to Russell & Bromley, albeit with a sinking foot. "Eight-and-a-half," I told Russell, or perhaps Bromley.

A lot of boxes got emptied. A lot of limping got limped. Nothing fitted. It was then that a new bit was added to the other bits, which was the bit where Russell brought a lot of nines out. All the nines fitted. Russell and I agreed that it was a funny old world, and I bought the pair I hated when I saw them in the window, and came home again.

Which was when I remembered that many years ago I had had a pair of brogues made for me by John Lobb, who gave me a sort of blueprint of my foot so that further shoes might be built for me, wherever I was in the world, simply by bunting the blueprint in the post. I dug this out, and discovered that, in 1970, my foot was 10½ in long. I took my sock off and my ruler up. My foot was now 10½ in long.

A quarter of an inch may not be much after 20 years, but the evidence was that this quarter of an inch had grown in the last fortnight. Do you remember *The Incredible Shrinking Man*? Bloke jumps into an atomic mist of some kind, next thing he knows his trousers have gone baggy and in a short time — literally — after that, he is up to his neck in the shagpile and fending off his cat with a hatpin.

Though I am not a household word where nuclear physicists foregather, it strikes me there might well be a connection here. I might, a couple of weeks back, have stepped into something atomic. My feet could be growing at an extrapolated six inches per annum. In a couple of years' time I shall look like Grock. If a cat doesn't get me fit will be impossible to run away from my biblical allotment. My dead feet will be 10 ft long. Even allowing for a 6 ft grave, I shall project 4 ft above the cemetery sod. In order not to appear ridiculous, I shall require a tall hollow tombstone with my feet inside it. If I live to 90, I shall need a cenotaph.

And as for my shoeshop bills, they don't bear thinking about.

With business tight, Sarah Mower sees today's zany fashions as designer self-indulgence

# Catwalk figures that don't add up

To judge from the volume of breathless coverage of fashion shows during the past three weeks, one would think we must be in the midst of a worldwide boom in designer clothing sales. But the truth is that the fashion industry is facing its toughest time since the early 1970s. Its extravagant devil-may-care bravado is just an attempt to keep up appearances.

Photographs from Thierry Mugler's show (all bondage, breasts and PVC, plus Diana Ross apparently wearing only beaded pasties and codpiece) reached a nadir of decadence. His clothes may be eye-catching, but as any woman in the street knows — and as every body who attended his £250,000 show at the Palais de Tokyo last week admits — they have little to do with fashion.

As one industry insider puts it, "We all know that these shows go down on the advertising budget." Profits are not expected to come from the sales of the kind of clothes that make the news pages, but from the spin-off lines of scent, cosmetics and jeans, that every mature design house must own.

Yves St Laurent puts the struc-

ture of the business into startling perspective. Projected figures for clothing sales in 1990 stand at £80 million, while scents and cosmetics are expected to reach £240 million. In 1988, one YSL scent alone, Opium, accounted for 32.4 per cent of cosmetics sales. In a spending squeeze, it is reckoned that a woman will treat herself to the luxury of a glamorous branded lipstick or eye-shadow, even if the £1,000 jacket is out of the question.

A complex circle of co-operation between designers, their backers and the fashion press exists to promote designers' most extreme work in order to establish house names. Modern marketing has proved that glamour rubs off on the more mundane and affordable articles sold under the same names, and that is where the money is made.

Aldo Pini, owner of Krizia, one of Milan's biggest designer labels, is quite frank. The clientele for the most elaborate ready-to-wear clothing, he says, very small and shrinking all the time. "Two-thirds of our business is generated by our diffusion line Krizia Poi and Krizia Jeans. Clients are fed

up with paying the top-line prices. There is a limit."

Cut loose from the responsibility of presenting saleable clothes on the catwalk, many designers are now staging what is either a pure statement of their art or an orgy of self-indulgent fantasy, depending on how you look at it. Many women may be shocked to see what a designer thinks of her sex when no holds are barred. Yet when it comes to choosing between a Mugler extravaganza and a quiet, anti-flamboyant suit that a female colleague might wear to work, the picture editor knows which image will look best on the page: the creation that the woman next to him would not dream of wearing.

So an illusion of a zany, out-of-touch fashion world filters through to the public. In Britain, dominated as we are by the struggling high street chains, the reports from Milan and Paris look even more absurd. Now, however, some designers are beginning to think better of the astronomical cost of the catwalk (it costs upwards of £50,000 to show in Paris) and of the expensive madness of inventing clothes no one will ever wear.

Jean-Paul Gaultier has cut his costs by showing his collection in a small Champs Elysée nightclub, rather than in a vast stadium. The Milanese designer Romeo Gigli has decided not to give a conventional catwalk show this season, saying that he dislikes being forced to make exaggerated clothes just for the show. In London, Rifat Ozbek has presented a video instead of a show for the past two seasons. And while the likes of Gaultier and Gigli are marshalling their resources, Vivienne Westwood, the new British designer of the year, has simply said she soon will not be able to afford to show.

Increasingly, survival in the fashion business means owning a popular perfume and having an international network of licensees handled by expert marketing people. In the fierce competition between brands, the Paris houses — notably Yves St Laurent, Chanel and Dior — are set to be long-distance runners, even in a recession. So valuable is an established name that efforts are being made to revive the dustier labels with young designers — as at Lanvin

(with Claude Montana) and Balmain (with the British designer Alastair Blair) — in the hope of selling a few frocks and a great deal of scent.

Yet that Parisian *je ne sais quoi* is not enough to make fortunes out of a new designer and a new scent. Many point to Christian Lacroix as the designer whose vastly expensive launch and unbelievably elaborate clothes started the avalanche of fantasy that has submerged the catwalk since the mid-1980s. His first ready-to-wear line was shown in the same week as the Black Monday stock exchange crash, and it is still not a bestseller.

This Christmas, Parfums Christian Lacroix is preparing a major assault on the market in Britain, having discovered that even after all the acres of press coverage of his fashion shows, women still need to be told about Lacroix. There will be a big television campaign and 1.5 million scented strips in magazines. Even if you missed the press coverage, by Christmas you should certainly know how he smells. The author is a freelance fashion writer.

# Nations avid for capitalism, but where is the capital?

The revolutions of Eastern Europe are entering their most dangerous phase. Instead of consolidating power, the anti-totalitarian coalitions are splintering and fighting for influence. The rush to the market, the creation of capitalism without capital and of parliamentary democracy without a middle class is opening the way to forces darker than the present bickering political elites.

Increasingly, the East resembles William Golding's desert island in *Lord of the Flies*: the collapse of order and the great struggle between Ralph the parliamentarian and Jack the populist. The temptation to call for a strong man is nudging the political debate, as unemployment grows and recession deepens, so the new democracies look nervously for historical parallels, for escape routes, and find themselves in an era-like the 1930s of fragile democracies, bubbling nationalism and seemingly strong leaders.

After the 1989 displacement of communist governments, the second stage of the revolution, as almost everybody agrees, must be privatisation. Poland led the way with its big bang in January; Hungary has privatised large swathes of its service industries and is trying to find ways to bring the market to heavy industry; Czechoslovakia is committed to a market economy but wants to phase it in, gradually. Even the Soviet Union, or at least Russia, has the Shatalin plan, which is supposed to privatise 46,000 industrial enterprises and 76,000 trading firms in 500 days.

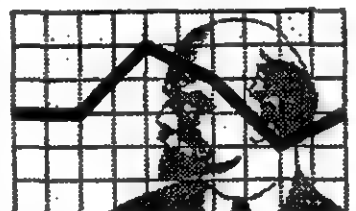
Eastern Europe is up for sale. The problem is, who will buy it? Private entrepreneurs have been squashed or forced underground. During the decades of communist rule, the entrepreneurial culture survived only in the black market.

In the late 1960s and 1970s, communist leadership began to realise that the centrally planned economies, having served their primary function of reconstruction, could satisfy no more than a small fraction of consumer demand. Light industry had been neglected. Workers demanded more and more, but rather than submit to Dubcek-style heresies, the leadership simply raised salaries. There was, however, nothing to buy with the money.

And so the communists came to tolerate a ballooning black market. The move was intended to sustain



Welder at the Lenin shipyard, Gdansk: in the van of Solidarity protest, now seeking a buyer



After years in which the private sector was confined to the black market, Roger Boyes reports on the difficulty of persuading East Europeans to invest in their future

the system, but succeeded merely in destroying it. There was no more damaging blow to Marxism-Leninism than the creation of hard-currency stores accepting only dollars for rare foodstuffs. Workers felt more prosperous, traded their salaries for dollars and became consumers, but they also lost their faith.

The black market expanded to cover all shortages of everyday life, from birth to death, from the bribing of gynaecologists to the operation of illegal undertakers. The market revolutionaries of 1990 believe these black markets can be whitewashed and that the huge quantities of domestic capital, tucked away in the second economy can be used to revitalise the legitimate economy.

Officially declared domestic capital does not add up to much. Although about £20 billion is thought to be in private circula-

tion in Poland, there is only £2 billion in private, hard-currency bank accounts, shared among 3.2 million account holders. Privatisation can succeed only if ordinary people can be persuaded to risk their money, whether legitimately held or secretly stashed-away. Mrs Thatcher was impressed by the Budapest stock exchange and a bourse will soon be opened in Warsaw (in the old Communist party headquarters). Yet there are few players on these infant financial markets except a handful of large institutions. Privatisation is being grafted onto a no-cash society, and there is a real danger that the plans will go awry.

Hungary wants private enterprise to account for more than 50 per cent of the economy in three years, compared to less than 20 per cent now. Its first step will be to privatise restaurants, hotels and the trading sector. As the Poles

have shown, this is the least painful move: privately owned restaurants and cafés have been springing up throughout Warsaw and are well-frequented, despite high prices. But Hungary's attempts to privatise its steel industry, and Polish attempts to offer the Gdansk shipyards for sale, have demonstrated some of the limitations facing the post-communist states with their heavy, outdated industry.

There is no substantial alternative to resurrecting domestic capitalism. Sharing foreign investors has its own pitfalls. Despite meaty credit guarantees for the new democracies, money is only trickling in: many Western investors are waiting for a political stability that may never come. The favourite vehicle for foreign investment is the joint venture.

Many of the local partners are former communists who ran

companies before the changeover of power, and who want to convert their influence into wealth. Civic Forum, in the Hodonin district of Czechoslovakia, recently sent a list of senior managers to the prime minister demanding a purge. Of 205, 130 were Communist party members.

Workers in particular are furious about the way the economy is being taken over by a politically discredited group. But communists make up Eastern Europe's management class, for non-communists were never made directors, accountants or personnel managers in any industry. They understand the mechanics of management and so are able to make swift deals with Western investors.

Politically, it is difficult to accept this situation, and Lech Walesa says that if he becomes president of Poland he will weed out the new communist-capitalists. Economically, it is a formula for a sclerotic economy. In some factories, workers are accepting their former bosses providing they do not fire anybody.

A new managerial class — hard-nosed entrepreneurs, a resurrected property-owning bourgeoisie — is the only way forward for Eastern Europe. But this is the work of decades, and the post-communist governments have only months to effect the change, and so the democratic order is doomed to political instability. Those East European states that are hesitating about privatisation are most in danger of losing the revolution.

Addressing the Polish parliament recently, Professor Milton Friedman, the free-market economist, stressed the importance of speedy change. "Every new government should know what it intends to do, and actually do it within six to 12 months," Mrs Thatcher's greatest achievement was in the first week of her premiership — abolishing exchange controls.

The message was quickly absorbed by the Poles. And indeed by Professor Friedman, when a 17-year-old illegal trader tried to sell him jeans in the street. He glowed approvingly: here were the seeds of the new capitalism.

Roger Boyes's book, *The Hard Road to the Market*, will be published by Secker & Warburg next Monday. This article is the first of a series.

## Just hot air from somewhere

Chris Patten's announcement at the Tory conference that he intended to open the second world conference on climate change in Geneva next month was greeted by rapturous applause. But it emerged yesterday that no such invitation was ever issued, and Downing Street has confessed that the prime minister will be "addressing" the meeting of ministers on its penultimate day.

This is clearly somewhat different from what Patten said. So is the prime minister opening it or not? "He is addressing the opening ministerial session," says a Downing Street spokesman. Yes, but at the risk of getting boring, is she opening it? "She will be present along with others at the opening," was the terse reply.

The World Meteorological Organisation in Geneva, which is organising the eight-day conference, was mystified. A spokeswoman said: "I don't know where Mr Patten got his information from. It did not come from us. Mrs Thatcher never had an invitation to open it. We were asked for the utmost secrecy for security reasons. I cannot understand how this came out in Britain, and from an official government source."

Patten's officials could not clear up the mystery either. "You must ask Downing Street about anything to do with the prime minister," said one.

A Department of Environment mole, however, has an explanation. The first joint meeting of EC energy and environment ministers

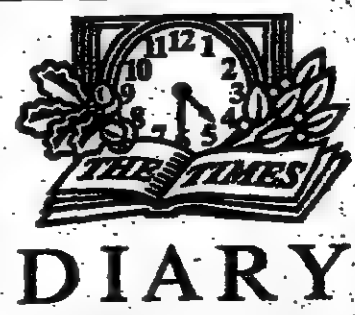
takes place in Luxembourg next Monday, the day before the Geneva conference begins. It is expected to call for EC action on greenhouse gases by the year 2000, but Britain is likely to be the odd man out, insisting on a 15-year timetable. "We may be totally isolated in Europe on the very subject that will dominate much of the climate conference. That may explain why the government is keen to talk up its role at Geneva."

Tory Central Office, however, is still confused. "The World Climate Change Conference? Oh yes, the prime minister is opening it," said a spokesman with some obvious pride yesterday. Definitely? "Yes, definitely."

## Right royal row

Are official royal biographies little more than cover-ups? The dopen of the trade, Philip Ziegler, is accused by fellow royal historian Michael Thornton of omitting from his biography of Edward VIII facts that would embarrass the Royal Family. "Ziegler is a court historian if ever there was one," says Thornton, in an article to be published in November's *Royalty Monthly*. "We can't continue to have a system of official royal biographies by people like Mr Ziegler, a former diplomat and establishment figure."

Thornton lists what he claims are glaring omissions in Ziegler's book, including the Duke of Windsor's alleged description of the Queen Mother as "that common little woman". Ziegler, unflustered, says: "I think Mr Thornton feels I haven't used enough material out of his



## DIARY

book. He criticises me for not going enough into the relationship between the Duchess of Windsor and the Queen Mother, but that was not my subject. I do quote several telling remarks, and so quote more would have been to get it out of proportion."

Thornton believes access to the royal archives should be made available to all bona fide historians. "The royal archives are not just private repositories of the Queen's family, they are a fundamental part of the country's history," he says. Ziegler defends the current practice. Official biographies make sense, he says, because otherwise chaos would ensue as historians fought over papers. As opposed to fighting over the quality of their books.

## Nothing to lose

After Neil Kinnock's Labour party with its pink roses and bank manager image, the Socialist International, representing the oppressed in 92 nations around the world, has gone unmarketed. Last week it chose the New York Waldorf-Astoria, patronised by some of the world's

richest people, for its bi-annual conference. Shocked by this ostentatious show, the British delegation, including Labour frontbencher Clare Short, made do with standard £200-a-night bedrooms, but their colleagues from Italy, Spain and France luxuriated in \$700 suites.

The massed ranks of world socialism left a poor impression: Bruce Willey Watkins, a hotel spokesman, says: "They want to organise the world but they can't organise a hotel booking. There were so many last-minute changes I had to spend two full days

before doing our bit on job creation."



sorting them out." Watkins also had to arbitrate in a row over members of the Saudi royal family, who were occupying all the best rooms. "Some of the SI delegates, it seems, felt that accommodation good enough for royalty was good enough for socialists," he says. Clare Short says: "I didn't even know the Saudis were in the hotel. They were not wearing their

crowns." Conceding that the choice of hotel was unfortunate, she says: "It wasn't worth the money. The conference facilities were awful, the translations were all wrong and the microphones didn't work. It was embarrassing for socialists to be there, but it was even more symbolic of the decline in American standards."

## Shop window

David Mellor has commissioned his first work of art since becoming art minister three months ago by asking 26-year-old Maria Marshall to produce a sculpture for his office — and it will not cost him a penny. "He is repaying me in kind," she says, "by opening an exhibition of mine next month."

Marshall also hopes that having her work on display in Mellor's office will drum up business among the great and the good who come to call. She has not decided on her subject, "only that it will be very large and sculpted in steel." Mellor's interest was aroused when he unveiled her last work, a 15ft Egyptian goddess, on display opposite Harrods. Marshall was too self-effacing to invite him up to see her etchings. But, she says, "he is visiting me in my studio to discuss the commission."

The shock of Britain's entry into the exchange rate mechanism, which many believe Mrs Thatcher did not really want, seems to have taken its toll of her official residence. The day the announcement was made, the ornate lion's head door knocker at 10 Downing Street fell off. Two weeks later it has still not been replaced.





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## GOVERNING AMERICA

Beholding the chaos in Washington over the federal budget, longstanding foreign admirers of the world's greatest constitutional democracy are asking whether America has become ungovernable. The separation of powers between the executive and legislative branches of government, regarded by the founding fathers as the keystone of the constitutional arch, suddenly seems problematic.

The international concern is understandable, not only because of America's undiminished role as the ultimate guardian of global security, but because of the inspiration the world has drawn from its constitution. From an American standpoint, the attitudes of foreigners are also unusually important. For one consequence of the unprecedented financial mess in which the country now finds itself is that foreign capital will be required to shore up the American government and private sector for years to come. If the official statistics on America's foreign debt of \$1,000 billion are taken at face value, the country's apparent vulnerability to the financial whims of foreigners is now as great as in the late 19th century. Then, the populist xenophobia of William Jennings Bryan's Cross of Gold speeches came close to turning America against not only British capitalism but the capitalist system as a whole.

The adaptability of the American constitution to the modern world is a legitimate subject for debate not only among Americans, but also among the country's friends abroad. However, the constitutional significance of the current budget crisis is being exaggerated abroad.

The inability of the White House to force its budgetary priorities through Congress does not, taken by itself, justify an indictment of America's way of doing things. The evidence that the separation of powers has become dangerously counter-productive is by no means conclusive. And nothing in the experience of other great democracies suggests that American-style checks and balances lead to a less successful economic performance than temporary elective dictatorships on the British model.

For 200 years, the President and Congress have relied on horse-trading to reach agreement on economics and all other matters of policy. Until 1974, indeed, they did this without even having a formal legislative budget. What has condemned America to fiscal stalemate in the 1980s has not been the separation of powers but a change in ideology at the beginning of the decade. That has now been followed by a breakdown in the ideological consensus.

Through most of the 1980s, the inability of the US government to curb its burgeoning budget deficits was attributable to conscious

political choices. President Reagan did not believe that budget deficits were very important, certainly not as important as tax cuts and military spending. Indeed, he came to believe that huge budget deficits had positive political virtues, as David Stockman, his first budget director, confirmed a few years ago. They could be held like a sword of Damocles over Congress to prevent it spending money on welfare and other non-military programmes. "Cutting government off at the pockets" was Mr Reagan's engaging phrase for his fiscal approach.

Given the President's insouciance and the widespread popularity of his low-tax policies, it was hardly surprising that Congress went along with fiscal profligacy, especially since the deficits seemed to be doing the economy no obvious harm. It was not until the late 1980s that the first portents of an ultimate day of reckoning began to appear. But even after the stockmarket crash and the collapse of the dollar in 1987, the world's financial markets were ready to take an indulgent view of US fiscal policy. At the end of 1987, a manifestly phoney plan to balance budgets by the early 1990s proved unexpectedly successful in restoring financial confidence and pulling Japanese money back into American markets. As a result, the reckoning was successfully postponed until 1990. But then a new and even bigger political development intervened.

After 20 years of growing scepticism about the social role of government and eight years of overt anti-capitalism under President Reagan, the American people began to shift their ideological ground. As a result, the Democrats have been able to turn the present debate about budget targets into a far more fundamental contest between the ideology of Reaganomics and the Democratic party's more redistributive fiscal ideals. After 20 years of steady ideological retreat, nobody was more surprised than the Democratic leadership by the positive public response to their demands for more progressive taxation. Having recognised their advantage, the Democrats have naturally tried to press it home, even at the cost of holding the federal budget process up to ransom.

From an economic standpoint the Democrats' position may be unwise. Politically, their stubbornness may rebound against them if the budget impasse continues for much longer and precipitates a recession. However, the Democrats can hardly be blamed if they choose to fight the forthcoming Congressional election on a single issue: President Bush's vehement opposition to a surtax on incomes above \$1 million. This may be a peculiarly messy form of democratic politics, but it does not amount to a constitutional crisis.

## THE ROYAL TORTOISE

Complaining about the Post Office is a national sport. One hundred and fifty years after the Penny Black, the feeling is widespread that the Royal Mail is yet another declining British institution. Yesterday's figures on the quality of service provided by the Royal Mail reflect, however, a belated effort to respond to customer dissatisfaction.

For much of the last decade, the Post Office bumbled complacently along. Two years ago, more than a quarter of first-class letters failed to arrive the following day. The prospects for change did not look hopeful, since over the previous decade the Post Office had failed to improve this performance by a single percentage point. But in 1989, under a new drive for improved service, next-day first-class letter deliveries rose by 4 per cent, exceeding the target agreed with the Post Office Users' National Council. The figures announced yesterday for the first six months of this year are better still. Almost 85 per cent of first-class letters are now delivered the following day — a 13 per cent improvement.

Given the scale of the Royal Mail's business (6.5 billion first-class letters last year), this may look impressive, but it still means that 980 million first-class letters a year do not arrive the next day. Their senders are paying the same price as those whose letters do arrive the following day. For a service offering no price rebates to its customers, this is unacceptable.

On other fronts the Post Office has done well. Central queuing has speeded up service at most post offices, though the standards reached by other shops or banks are rarely attained and the captive customers who have to collect their pensions or benefits there still have cause for complaint. The partial switch from rail to road transport is improving efficiency. Sunday collections are back, albeit only at selected pillar boxes.

Competition in every area of its operations

has forced the Post Office's hand. Letters compete with fax machines as well as more and better telephones. Parcels and local letters compete with motorcycle couriers and other carriers. Faced with a wider range of alternatives, whose popularity owes much to its own unreliability, the Post Office had little choice but to improve.

The Royal Mail is a less appropriate candidate for privatisation than other nationalised industries. Postal services on the margin and other community-based aspects of its work, which such a high proportion of its advertising now emphasises, are valuable. If the Post Office were responsible to shareholders with a natural interest in maximising profits, it would be constantly tempted to run them down. But the commercial environment in which the organisation must operate means that its pursuit of the beneficial aspects of a commercial approach should go much further. For example, the Royal Mail could exert more leverage on British Rail — just as the large supermarket chains do with their food suppliers — to obtain services reflecting the value of its custom.

Above all, the Post Office needs to emerge from its union-dominated culture. Some progress has been made. Sunday collections were reintroduced in the teeth of union opposition. More flexible pay scales were brought in for young people in London last year, if only after an ugly dispute.

Even so, the Post Office is now probably alone among the nationalised industries in allowing its unions to hold sway over its customers. Every year the management asks itself with Christmas coming, can the threat of a postal strike be far behind? The latest Post Office figures, though a significant improvement, are still only an interim communiqué from a battle not yet fully joined.

## IN PRAISE OF PIRACY

A fishy smell wafted over the Thames yesterday. It was quite the wrong scent. In a rotten publicity stunt, Yves Saint Laurent Parfums had hired a model to tip gallons of counterfeit Opium scent into a rubbish barge to highlight the great distress the company feels at being undercut by fakers.

"We take this problem of counterfeiting extremely seriously," said Yann Kerlau, the company's chief legal adviser, at the "destruction ceremony". "We often find that counterfeits are sold at a price very close to that of the real thing. Our customers buy the counterfeits, believing they have a bargain, only to find it is a very inferior product."

Where has he been? Does anybody, buying a bottle of "Yves Saint Laurent" scent from a market stall, believe anything other than that they have bought a cleverly packaged fake? People who buy counterfeit Lacoste T-shirts in Bangkok are not foolish enough to think they are buying the real Lacoste; they are clever enough to realise that the difference in quality between one sports shirt and another cannot be large enough to justify the exorbitant prices that Lacoste charges.

Those who buy fakes are usually acting as arbitrageurs. They do not believe that the

cachet of a brand name is worth the expense. They are not prepared to pay over £40 for a simple cotton tennis shirt just because it has a crocodile appliquéd over the left nipple, or indeed £600 for a run-of-the-mill watch that has the Cartier trademark on its face. They know perfectly well that the £2 fake shirt or the £15 fake watch may only last for a couple of years, but calculate that the counterfeit is still better value than the genuine article.

Of course the companies resent people buying counterfeits. They would, wouldn't they? As Sarah Mower explains opposite, scent is far more profitable for Yves Saint Laurent than clothes. The heart of their case is that the more fakes are bought, the more damage is done to the cachet of the real thing, the price of which is deliberately kept high so that possession of the object is limited to rich people. The brand name loses its exclusivity if the copies are widely bought.

This just proves how fake is the market for the genuine article. If the goods were of vastly higher quality, they would deserve their vastly higher price. Instead, there is often a gap between the quality and the price. Snobbery bridges the gap for some; counterfeiters exploit the gap for the rest. Long may they flourish.

## Press 'hounding' after Guinness trial

From Mrs Gerald Ronson

Sir, May I appeal through your columns to those organs of the press which seem intent on hounding my husband, Gerald Ronson, with such unfairness and inhumanity?

Statements are being consistently published that he was "rushed" unusually from Brixton Prison to Ford. He was in Brixton for what I understand is the normal period before "transfer", the offence for which he was convicted and that he was a first offender.

It has been said that he was accorded special privileged treatment on arrival at Ford. In fact he was given some of the most menial tasks such as washing dishes and cleaning tables which he carried out without question for seven days a week. At least one national newspaper (contrary, I understand, to prison regulations) produced photographs of my husband performing those tasks and saw fit to publish them.

The press have repeatedly referred to his smoking cigars. He has not smoked at all since he has been in prison. At no time, in spite of newspaper reports to the contrary, has he been granted privileges not normally given to other prisoners.

The latest incident in this unjust campaign carried on by some organs of the press occurred last week. My husband suffers from bronchiectasis and has to have periodical medical examinations and tests. On the recommendation of the prison medical officer he was allowed to visit a doctor in London who has been treating him for this condition.

The tests finished at 12.30 pm and it was decided to recall him and reassess the medical position at 2.30 pm. This visit to the doctor

was somehow leaked to the press and there was a mass of press photographers and press men outside the doctor's premises. Some of them actually entered the doctor's premises and had to be asked to leave.

These facts were reported to my husband's solicitor who communicated with the prison authorities and permission was obtained for my husband to go to our home for lunch during this interim period. He did so.

Three of our daughters were with me and my mother, brother and three very close personal friends (one of whom drove him back to Ford Prison that afternoon) came to my home to see him. They have been described in the press as "business associates". I prepared steak for lunch which took place in our home. The rain was pouring down outside. This meal has been described in the press (who were again present in full force outside the house) as a "barbecue party".

The trial judge, when sentencing my husband, referred to his business life as being "exemplary" but for his involvement in the Guinness affair. He also paid tribute to my husband's contribution to the community at large and said it would be deprived of that contribution during his prison sentence.

It is too much now to ask the press to allow my husband and his immediate family some peace and privacy whilst we try to live through this very sad time with as much dignity as we can; and that, if reporting for any reason necessary in the public interest, that it be done truthfully?

Yours sincerely,  
GAIL RONSON,  
Heron House,  
Marble Hill Road, NW1,  
October 22.

## Signs and portents

From Ms Liz Scott Gibson

Sir, Matthew Parris, in his recent Labour conference sketch ("Seeking for signs of a good speech", October 3), has obviously not yet developed sufficient skills in sign language comprehension to realise that facial expressions and other non-verbal features are an integral grammatical component of the very rich and complex language which is BSL (British Sign Language).

The highly-skilled interpreters who work at party political conferences are not, as he says, "lappet when doing the signs for concrete nouns". They are well able to convey the abstractions Mr Parris referred to in Neil Kinnock's speech and also to convey the tone of voice in which they are said.

In BSL the use of space, eyes, face, hands and body to produce language means that many ideas can be produced simultaneously, unlike the bulkiness of English, which must be produced in a consecutive, linear fashion.

I should be delighted to offer Matthew Parris a crash course in BSL so that the next time his eyes wander to the "sign language ladies" he is more able accurately to understand their message.

Yours faithfully,  
LIZ SCOTT GIBSON  
(Director of Sign Language Services),  
British Deaf Association,  
38 Victoria Place,  
Carlisle, Cumbria,  
October 18.

## Price of books

From Mr Ewald Junge

Sir, The Chairman of W. H. Smith (October 17) is perhaps the last person in England who should pontificate about the net book agreement and its effect on choice of titles and/or price of books. I once asked for a title by Jane Austen in one of his branches and was asked in turn "Is she in the top 20?"

Book clubs do very good business by way of circumventing the NBA and when it suits them. Not so very long ago, W. H. Smith bought our Price Records. The record industry today is very different from that which I entered as a retailer in 1958, and very much the better for having abolished fixed-price agreements. Some 500 small companies manage to compete with the 50 or so "big boys" that ruled the roost 30 years ago or so. And prices, by and large, went down rather than up.

Yours truly,  
EWALD JUNGE,  
454 The White House,  
Regent's Park, NW1,  
October 17.

From Mr J. R. Gisborne  
Sir, It is bold indeed to state in your leader (October 15) that without NBA books would be cheaper. Some books would be. But students and specialist interest book buyers would undoubtedly find that bookshops would mark up their books to offset the discount they would be

## Electricity liability

From Mr Christopher Bourne

Sir, London Electricity plc writes (October 16) that the exclusion of liability for any economic loss arising from their own negligence as an electricity supplier is reasonable.

I beg to disagree. While the Electricity Act 1989 gives the power to restrict liability it does not give the power to exclude liability. Secondly, the Act lays down that the terms restricting any liability of the supplier for economic loss resulting from negligence should be reasonable in all

## Paying for road use

From Mr Leo Sharp

Sir, I read with interest, and some surprise, your editorial, "Logic railroad" (October 9). There is, I think, unintended irony in this title. In comparing the funding of rail and road you say "People pay cash to use the railways... Users cannot pay for Britain's roads". In fact users can, and do, pay heavily for the use of the roads.

My wife and I each own a modern, fuel-efficient car. Before we leave our front gate, the Exchequer requires us to pay £200 each year. At a conservative estimate, tax on the petrol we use (lead-free of course) amounts to another £750 per annum. Superimposed on the cost of routine servicing, and the replacement of essential items such as tyres, brake pads, exhaust systems, oil and

## Car deliveries

From Mr David Buck

Sir, The problems of the car transporters ("Struggling firm tells workers to take 25% pay cut", October 13) are not confined to Mercedes, the drivers, or the Transport and General Workers' Union. Car buyers are also involved.

I was recently charged £338.50 plus VAT for the delivery of a new car from Southampton to Middle-on-on-Sea, Sussex, a journey of about 50 miles. The vehicle was one of several delivered to the same showroom. No wonder the transporter drivers earn up to £800 a week.

## By-election campaign

From Mrs Elizabeth Hickmet

Sir, As an Englishwoman married for almost 50 years to a Turk, and as the mother of Richard Hickmet, I am ashamed of the xenophobic nature of the Eastbourne by-election campaign which no subsequent apology can excuse. Although the Liberal Democrats must be congratulated on a famous victory, I would like to express my deep regret for the insults which have been hurled at the Turks. I have received nothing but kindness and hospitality during many visits to Turkey.

Richard Hickmet has dozens of English relations as well as French and Greek. He is a European man, by birth, education and upbringing. The sneer campaign which was mounted against him merely demonstrates the hypocrisy of those who prate about European integration but mean nothing.

I remain your obedient servant,  
ELIZABETH HICKMET,  
Southways, Lowfield Heath,  
Crawley, Sussex,  
October 20.

## Party broadcast

From Mr G. N. Burton

Sir, The group of distinguished former dissidents from Eastern Europe who appeared in last night's party political broadcast have been sadly misdirected. Their platform should have been Westminster Hall, not Bourne-mouth: their audience drawn from all parties, not one.

To use their courage and gratitude to Britain as lubricants of the Conservative Party machine is a slur on the democratic values they now seek, and makes us less worthy to be their exemplar.

Yours faithfully,  
GEOFFREY BURTON,  
Trelyn, North Wootton,  
Shepton Mallet, Somerset,  
October 18.

Letters to the Editor should carry a daytime telephone number. They may be sent to a fax number — (071) 782 5046.

## Political posturing in South Africa

From Sir Peter Fawcus

Sir, The letter from SATIS (October 11) and responses (October 15) suggest that South Africa is back with the familiar progression of violence, followed by repression, followed by increased suspicion between black leaders and the white government. To break out of the cycle, there needs to be a rapid political settlement and a new constitutional dispensation, the first of which will depend on the achievement of the second.

Success in the forthcoming negotiations on the constitution will depend above all on agreement being reached between the leaders of the National Party and the ANC, who are the main occupants of the centre ground in the political spectrum. Unfortunately the leaders of these groups are indulging in political posturing which gives no hint of a possible compromise.

Whatever either group may profess about the nature of true democracy, the reality is that when the talks finally begin the whites will want to retain as much political power as possible while the blacks, not unnaturally, will wish to seize as much of it as they can into their own hands. The prospect of early agreement on a new permanent constitution would seem to be remote.

I suggest the National Party and ANC leaders should accept the need to leave for the future, perhaps only in ten years' time, the ultimate form of the new constitution and concentrate instead on attempting to achieve early agreement on a transitional constitution.

Political power depends on representation in Parliament and in neighbouring Botswana, where 30 years ago there was a microcosm of South Africa today, a way was found, possibly the only way that was demonstrably fair, for the

two main racial groups to share power in Parliament in equal numbers. Confidence was created as each group had an assurance that they would not be dominated by the other.

For precise numbers to be determined in advance through an electoral process, there had to be a communal franchise and it was in that way that a successful transitional constitution was achieved in Botswana in 1961 leading to one person, one vote in a unitary state in 1965.

The Coloured and Indian racial groups in South Africa would constitute a complication that did not exist in Botswana. It would need to be overcome by negotiation. The possible difficulty caused by the balance of power being held by the two similar groups might be surmounted by providing for whites to hold 50 per cent of the seats for an initial period of, say, five years, with blacks and other groups the remaining 50 per cent, followed by blacks 50 per cent, with whites and other groups 50 per cent for a further five-year period.

After that, if experience during the life of the transitional constitution had given confidence to the blacks, power-sharing might be institutionalised in a new permanent constitution.

Alternatively if black-led parties had given confidence to the whites that their property rights and economic interests would be safeguarded in view of their unique potential for job creation, the whites might be content to move to one person, one vote and simple majoritarianism in the unitary state, as in so many other African countries.

Yours faithfully,  
R. P. FAWCUS,  
Dochart House, Killin, Perthshire,  
October 19.

## Police manpower

From Police Sergeant R. A. Knowles

Sir, You report (October 15) that police forces are to test more flexible ways of working and that a Home Office study suggests that abolition of the present shift system could double the number of police on inner-city streets.

As a member of a force which has a flexible shift system I can point out that the only way to double the number of officers on the streets is to double establishments. However, good day-time cover can be given by risking poor night cover.

If this is acceptable to the Home Office and the public so be it, but let us not hear complaints of lack of cover during the risk periods.

Yours sincerely,  
ROBERT A. KNOWLES  
(Sergeant, Surrey joint branch board, Police Federation of England and Wales),  
Police Headquarters,  
Mount Browne,  
Guildford,  
Surrey,  
October 17.

## Game-show piracy

From Mr Richard Taylor

Sir, Mr Hugh Green (October 12) perceives a double standard that does not exist; viz, that single characters, such as Frank N. Stein, are protected whereas entire game-show formats are denied legal protection. In fact, single characters are not directly protected by English law, although they may be indirectly protected, inter alia, through the protection accorded to artistic works, such as photographs and cartoons and through the tort of passing off.

Equally, game show devisers can protect any artistic (or other) copyright works which they create and can also claim protection under passing off. For example, the reputation of *Opportunity Knocks* in this country could be the basis of a passing-off action to prevent any "imitation" by a rival UK broadcaster. Passing off was of no avail in the New Zealand case because, presumably, there was no existing reputation or good will in the *Opportunity Knocks* name or format in New Zealand when the alleged "pirating" commenced.

Where, as the Privy Council held in that case, there is no copying of a recognised copyright work as opposed to a mere idea, the DTI is quite right to resist any pressure to distort the principles of copyright law by creating a special "game show copyright" which might turn out to be a bigger monster than Frank N. Stein himself.

Yours faithfully,  
RICHARD TAYLOR,  
Lancashire Polytechnic,  
School of Law,  
Preston, Lancashire,  
October 12.

## Cross words

From Mr P. N. Poole-Wilson

Sir, Must you tell us (note to Crossword 18,421, October 10) that this or that crossword puzzle "was solved within 30 minutes by 13 of the 20 competitors at the 1990 national final of The Times Collins Dictionary Crossword Championship"? One starts by assuming that it's twice as difficult as normal, and sure enough — by some extension of Parkinson's Law — it proceeds to take twice as long.

Why not give us the facts and figures the day after, when you print the solution?

Yours faithfully,  
P. N. POOLE-WILSON,  
Keio Plaza Hotel,  
Tokyo, Japan,  
October 11.











# The dress is alive and well in Paris

In Paris this season there is an overwhelming sense that fashion is at a turning point. As the international ready-to-wear collections for 1991 move into their third week, only in Paris are a handful of the real trendsetters showing their strengths and shaping the future. Retailers, desperately seeking a way out of a recession, are struggling for some direction. Here they believe they have found it.

A sense of modernism has been discovered, in a curious alliance of exuberant, stretchy street styles and something more elegant, yet contemporary, to wear on top of them. At this point, making a graceful entrance, steps the liveliest fashion success of the season, the dress. And what a dress.

At Chanel, Karl Lagerfeld translates it into a tunic. In his own label collection it flutters across stretchy cycling leggings in a loose, asymmetric line, with pleats flying and a bias wrap flowing. Sometimes it is a coat dress and, at other times, merely a bias ruffle encircling the streamlined base underneath. In both collections he proves he has enough ideas to feed the entire fashion world for several seasons to come. The coat dress, the short pleated tent dress, the high-waisted dress that splits into a bolero and high-rise skirt, follow one after another and, if you don't know where to pin all your jewels, he suggests you dot them over your leggings.

At Claude Montana, the dress has a sculpted, close-fitting top with squared armholes and is chiselled into a curvy tulip skirt, or swoops into a side-dipping bell.

In July, M. Montana won the Golden Symbol for his second couture collection for Lanvin, in which he established the modern pared-down rules for the future of

## Liz Smith discovers fashion pointers to the future on the catwalks of France

couture. At the weekend, in his own ready-to-wear collection, he took that purity of line one step further, crystallising it in a collection sculpted mainly in white. Short trench coats, flying loose at the back, followed sculpted white leather zipped jackets. Then on came dresses, moulded in firm rep, taffeta or silk satin, which are pure perfection.

At Lacroix, the dress is a cunningly cut belt of brocade on a scoop-necked top or a stretchy little maillot, barely more than a swimsuit whose few centimetres of fabric become the canvas for colourful stripes, embroidered roses and an inch or two of lace.

The dress at Comme des Garçons consists of one shadowy layer of chiffon on top of another, which is then slip covered in lace. Valentino has a side-draped, one-shouldered short dress or an American Indian fringed poncho caught in with a beaded belt.

Jean-Paul Gaultier's dress can be anything from a tutu to a flowered apron worn over another in sequins. M. Gaultier clothes Adam as well as Eve in a mix of rasta caps with pin striped suits, crinolined tulle and frilly nylon knickers. He has off-the-shoulder jogging suits and pin striped all-in-ones with *trompe-l'oeil* waistcoats seamed into them, and folksy, flowered apron dresses.

Issey Miyake's programme showed his new folded and pleated dresses photographed flat, the way they are cut, sewn, and pressed. On the catwalk they came to life as

dinosaurs (in jagged folded squares) and monkeys (in shaggy, fringed, chevron-patterned linen). Kenzo celebrated his twentieth anniversary with a soiree in the Ecole des Beaux Arts, where he turned the catwalk into a Parisian street with pavement cafes, a motorbike, an ice-cream seller and even a nun and a curé. As well as his natty tailoring in powdery pastel gabardine, Kenzo showed dresses, of course. His are sleeveless, or halter-necked, shirt-waisters with long, flared skirts.

Romeo Gigli hates fashion shows and it was good to see him in relaxed mood at his gallery shop in the Marais with his collection of hand painted and metallic clothes inspired by tropical vegetation and jungle animals. The Gigli dress for 1991 is a gentle, high-waisted shift, sprouting leaves at the neckline.

Theatrical costumiers from the Paris Opéra and the Lido moved into Thierry Mugler's workrooms weeks before his show to help create the extravaganzas that Diana Ross and her entourage of model superstars wore in his show. M. Mugler, who was a professional dancer at the age of 14, treats every fashion show as if it were a stage production. "Fashion must be bigger than life," he says. For all the titillating tassels, metal bras, vinyl rompersuits and boots, you always get a glimpse of the Mugler laser-sharp cut in his laced-up safari tunics and curvy suits and dresses.

At Dior yesterday, the dress was a smock to slip over tapered trousers. Today, Ungaro will show his loosened-up line for 1991, in which his customary tightly draped style is turned into a loose chemise. It remains for Yves Saint Laurent, in the traditional finale tomorrow, to wrap up the modernist look of the dress for 1991.



Shaping the future: a Valentino side-draped, fringed poncho and (right) Claude Montana's sculpted dress with tulip skirt



## THE FIRST EVER GROSVENOR CANADA MINK EVENT AT ZWIRN.



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Mr Denis Grosvenor, the President of Grosvenor Canada, will be in attendance each day between 11 a.m. and 5 p.m. during the first week of the inaugural promotion which starts on October 24 and ends, three weeks later, on November 14.

The Showroom will be open from 9 a.m. to 6 p.m. Monday to Saturday to feature the exclusive Grosvenor Canada Mink Event at Zwirn.

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## How much for an original copy?

The not-so-humble photocopier is moving out of the office and into the art gallery

HIGH on the list of contemporary urban folk takes comes the one about the secretary sacked for photocopying her bottom. A PA's position on a piece of paper is no odder than the bizarre collection of fish, flies and horse saddles on display at the Original Copies exhibition at the Royal College of Art from Thursday.

The show is the fruit of two years of "test to destruction" experiments that began in January 1988, when a new laser copier arrived in the RCA's illustration department. The state-of-the-art machine was donated by Canon, which also provided discounts on materials and technical assistance.

Professor Dan Fern, the head of the illustration department in charge of the Canon project, says the copier "has been given a bit of a hammering". Heavy art papers have been coaxed through the machine's sensitive workings, its colour reading mechanism has been deliberately confused with bright lights, and draughtsmen have defaced its glass platen with Chinagraph pencil graffiti. "Things would go wrong sometimes," Simon Larbalestier, a research fellow, admits, "but most of the time we got away with it."

Far from being concerned by the strange life its equipment has been leading, Canon UK is so delighted with the results of the RCA project that it has agreed to extend the arrangement for two years.

Many of the technical experiments, including tonal readjustment, over-printing and manipulation of the four colour scans, have been pioneered by graphic artists and photographers. Now design consultancies and publishing houses are recognising the commercial possibilities of the equipment. Faber & Faber's recently reissued collection of Harold Pinter's work is decorated with laser copy illustrations by Andrzej Klimowski, and Minerva's Robert Coover titles feature work by Richard Caldwell, another research fellow on the

RCA project. The Folio Society's edition of H.G. Wells's short stories is complemented by intriguing monochrome images created by Jonathan Hitchen, who made use of the colour machine's superior ability to reproduce black-and-white contrast.

Professor Fern values the colour copier as "a very, very beautiful visualising tool". He tends not to create entire pieces on the machine, but to incorporate photocopy images into larger work, such as the London Underground poster he produced to advertise the Sir John Soanes Museum, or his covers for Decca's recording of Shostakovich's symphonies.

The laser copier's facility for reducing the size of artwork while retaining accurate colour reproduction is particularly valuable in the design of small images, such as postage stamps. Barry Robinson, the head of design at Royal Mail Stamps, persuaded his department that it needed a colour laser copier just over a year ago. "I don't know how we managed without it," he says.

The photocopier was invented in 1937 by Chester F. Carlson, an American physicist; 15 years later the commercial photocopier had become a reality. The colour photocopies developed at the beginning of the Eighties dramatically increased the possibilities for image-making. The next step is links with other equipment, including desktop publishing and still video - already a technical possibility.

Such sophisticated technology can make it very easy to reproduce, manipulate and distort existing photographs and artwork. This raises complicated legal and ethical problems about copyright. Who owns the image? Does the artist who makes the copy usurp the ownership rights of the artist who created the original? Professor Fern recognises the difficulties. "It's something we have to be very careful about," he says. "We have not had any complaints so far." The images on display at the

RCA in London are also appearing at the National Museum of Modern Art in Kyoto and at galleries in Tokyo and Nagawa. The debate over which country has the "real" work hanging on its wall has no possible conclusion: all the pieces are both originals and copies, and so can be displayed simultaneously in any

number of Original Copies exhibitions all over the world.

SUE MOORE

Original Copies is open from Thursday until November 7, 10am-6pm daily, at the Henry Moore Gallery in the Royal College of Art, Kensington Gate, London SW7 2EU (071-584 5020), admission free.



Egg sample: copier image by Jonathan Hitchen for an H.G. Wells short story

## FEMME

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CORRECTION: The telephone number given for Hardy McCall, makers of children's furniture (Weekend Living, Saturday October 20), was incorrect. The correct number is 071-284 3182.



## ARTS

## Belfast buoyed

AFTER Birmingham, Liverpool and Glasgow, Belfast may be the next city to get the culture treatment. Leganside Corporation, set up to develop Belfast's riverside, has commissioned a report on a strategy for the arts in the urban redevelopment of the city's riverside. Arts Council official Rory Coonan has been commissioned to write the report, which will look into the feasibility of Belfast having its own concert hall to rival Glasgow's new £17 million one. Coonan will work on the report during a three-month sabbatical from the Arts Council.



Attenborough: Chaplin film

## Cue bowler

SIR Richard Attenborough, the Oscar-winning film director, is returning to Hollywood, hoping to secure backing for his next project, a biopic of silent screen star Charlie Chaplin. Sir Richard, who directed *Gandhi* and *Cry Freedom*, is hoping Universal Studios will back the project, although no actor has yet been signed to play the great slapstick comedian.

"I have just come back from Los Angeles and I will be going back there very shortly. We are working it out, but it will happen," Attenborough told the British Film Institute Awards Ceremony.

## Last chance

ONE of the undisputed operatic masterpieces of the 20th century, (some would say the masterpiece) — Berg's *Wozzeck* — has its final performance at the London Coliseum on Thursday (071-240 1066/1911) in David Pountney's new production, which effectively combines stark realism with nightmare fantasy. Donald Maxwell and Kristine Ciesinski are excellent as the haunted, oppressed couple, *Wozzeck* and *Marie*. Strong support comes from Alan Woodrow as the Captain and Richard Angus as the Doctor, while Lionel Friend conducts the ENO orchestra at the peak of its form.

## RECORDS: CLASSICAL

## Enthusiast at work

MOST of these recordings date from the 1970s, when Boulez was chief conductor of the BBC Symphony Orchestra and of the New York Philharmonic at the same time, spending spare moments in the studio to replay his repertoire for a multitude of CBS microphones. It is a pity that so many of the recordings he made in the previous decade remain collector's items, but still it is good to welcome back these old favourites.

The disc devoted to Boulez's own music has to take first place, since these are two works not otherwise available, and two works that, moreover, make a striking contrast. *Rituel* is adamantly ceremonial, a sequence of grand verses and refrains for choirs of instruments, whereas *Eclat/Multiples* is a subtle, spinning galaxy of transformations for a glimmering percussion ensemble at the centre of a growing orchestra of wind and strings. Both works reached their present forms in the mid-1970s, and both were given their first performances by the BBC SO, who play *Rituel* and should have been allowed to play *Eclat/Multiples* too, since they have performed and recorded the piece with more rhythmic precision than it receives here. But never mind: this is a magical, worrying score, and it makes its effect.

Boulez in the 1970s was tending to distance himself from the French tradition and assert his roots rather in Wagner, Mahler and Berg, and yet the Ravel collection points up a quite special link. Here is the same mix of glamour and interpenetration, the same superb technique which can suddenly become dissatisfied with itself. Boulez can deal outrageously with Ravel, as in his absurdly fast speed for the opening movement of *Le tombeau de Couperin*, but he can also respond with what is, for him, a rare warmth of sympathy, as here in the recording of *Daphnis et Chloé*, one of the works he conducted most frequently in the 1970s.

The Schoenberg box, of smaller choral items roughly equally divided between tonal and serial, has less passion about it, but makes available a great deal of magnificent and surprising music not easily found elsewhere, including the delicious Chinese confection *Der Wunsch des Liebhabers* as

Boulez: *Rituel*, *Eclat/Multiples*. BBC SO, EIC/Boulez. Sony SK 346839.  
Ravel: *Orchestral works*. NYPO, Cleveland Orchestra/Boulez. Sony SM3K 45842 (three CDs).  
Schoenberg: *Choral works*. BBC forces/Boulez. Sony S2K 44571 (two CDs).  
Berg: *Lulu Suite*, *Der Wein*, *Lyric Suite*. Bogen, Norman, NYPO/Boulez. Sony SMK 45938.  
Various: *Orchestral works*, etc. Soloists, NYPO, EIC/Boulez. Sony SK 45844.

well as the strenuous moral choruses of the 1920s and 1930s, folksong arrangements and canons. There is, moreover, abundant, strongly focused passion from the soloists, especially Günther Reich in *A Survivor from Warsaw* and John Shirley-Quirk in the unfinished *Modern Psalm*. Most of these recordings were made in the 1980s and have not been released before.

With the Berg and Varèse releases we return to old favourites. This performance of the *Lulu Suite* has been overshadowed by Simon Rattle's, but the big Bandelaira aria, *Der Wein*, perhaps the most difficult of Berg's works to bring off, boasts the sumptuousness of Jessye Norman, and the orchestral transcriptions of three movements from the *Lyric Suite* are perfect. Boulez material in their silvery chiaroscuro.

Certainly the Varèse record is without equal. The packed programme includes both of the big orchestral scores, *Americanes* and *Arcana*, as well as *Ionisation* for percussion orchestra, all played by the New York Philharmonic in crack form. Then there are smaller pieces — the octet *Octandre*, the flute solo *Densty 21.5*, the surrealist song-pair *Offrandes* and the wind-percussion classic *Intégrales* — performed by members of the Ensemble InterContemporain in a more laid-back, sensuous style. Almost all of Varèse is here: the noise and the delicacy, the exuberant identification with the modern, the urban, the scientific, the clamour for new sounds. Boulez the electronic researcher has proved himself very much Varèse's heir; here he pays the best possible tribute to his master.

PAUL GRIFFITHS

## ART

This year's crop of art school graduates is entering the commercial world, as Joseph Williams writes, more aware than ever of the need for self-promotion

Tormented and half-starved, struggling in a garret: the traditional image of artists is etched on the popular imagination. But a new and more positive image could hardly be more crucial to this summer's crop of art school graduates, now poised to take a dip into the cut-throat world of professional art.

Self-marketing is crucial to young artists today. Rare are those who have been plucked from the anonymity of their degree shows and propelled to stardom, as in the case of Ian Davenport (whose work is currently showing at the Waddington Galleries). For others, a hard slog lies ahead: pestering galleries, occasionally selling a work, and having little money to pay the rent. But as this year's MA degree shows close, astute graduates should be better prepared to face the uncertainties of the life they have chosen.

Goldsmiths' College of Art is particularly renowned for teaching students to market themselves. "The public has strange ideas about art college being some weird, Bohemian place," says Michael Stubbs, a graduate who works with oil-paint applied in rich whorls to canvas squares. "College actually brings us down to earth. We don't just sit there pulling our hair out for creative inspiration."

What does make them pull their hair out are the considerable over-drafts which force most of them to take other jobs to support their careers. With so many painters and sculptors now competing in the art market, becoming established quickly is seen by many graduates as a top priority. Gone are the days of dragging a portfolio from one gallery to another, with a half-hopeful expression on the face. Young artists today are expected to know their prices, and collectors see young talent as a shrewd investment.

Amy Eshoo, a sculptress, is a believer in self-organisation when leaving the cocoon of college. "We've learnt the hard way, having organised everything from sponsorship to funding for our own show." When her prospective buyers might be the

Metropolitan Museum in New York, the Arts Council, or a business entrepreneur, mistakes in marketing cannot be afforded.

With young artists so impecunious, selling any work at degree-show level is a particularly important fillip. Degree shows are a little like brio-a-brac markets. Hands in pockets, students stand patiently by their stalls, smiling at poker-faced dealers who wander up and down looking for a potential bargain. Pressure to sell immediately is enormous. With the rapid success achieved by David Hockney in his time, and the near film-star status enjoyed by artists like the popular duo of Gilbert and George, young graduates want the same kind of recognition, fast.

Many enter the Enterprise Allowance scheme, whereby self-employed artists receive £40 a week for one year, giving them a foot up the ladder. But their overheads can be high: from hiring vans for transporting bulky sculpture, to framing pictures and purchasing the tools of their trade.

Sadie Murdoch, a graduate of Chelsea College of Art, who paints with everyday substances like bleach and dye, also faces the everyday problem, common to so

many graduates, of finding an affordable studio.

Charities such as ACME help to place artists in London studios, for which normal rents may be £70 a week. But newcomers can easily sink into debt. For his final sculpture, student David Hemmings has exhibited installation work, an art form notoriously hard to sell. "I'm not in it just for money. Of course I'll need a part-time job to pay off my sizeable debts, but then I often have no energy left to sculpt."

They also have to hone their marketing skills once more when they have to ask for sponsorship from companies for the materials they require. One Chelsea graduate, Nicola Petrie, whose bizarre wall-piece sculpture at her degree show amusingly tackles the theme of decay by using rows of salami set against marble veneer, managed to secure the patronage of a delicatessen.

Naturally, much hushes attaches to representation with a gallery. Dealers are increasingly willing to scout for gifted toy artists. Graham Paton, director of the Paton Gallery, frankly admits the im-

portance of a strong personality in any newcomer he takes on. "We'd consider highly talented artists who have skill and technique, as well as the kind of personal image which gives a sense of authority."

But the frustration for art graduates who are struggling for originality is that having to meet the demands of the market may discourage them from being innovative. New artists should be constantly challenged in the kind of work they are expected to produce, and stretched to their utmost creative limits when they start their careers, not moulded to suit the whims of the market.

Furthermore, the values we place on new artists have become distorted by the fantastic prices that paintings now command on the market. When a masterpiece has a price tag on its head — and is in a sense no longer priceless — everything else rises in a sort of artistic inflation. That includes the young graduate art that is considered successful, which can fetch hundreds or even thousands of pounds.

An Yves Klein blue monochrome painted in 1960 sold in auction in June for almost

£800,000. That is dangerous, in a way. As evocative, simple and original a concept as it was in its day, it could now be slavishly copied by scores of art graduates, who then sell their statutory monochrome canvases in their own degree shows, at disproportionately inflated prices.

For many graduates, art for art's sake is (and maybe always was) a phrase without any real or useful meaning. Most of them go on to use their skills in commercial fields, for instance in advertising and design, and others leave the profession altogether, turning to anything from teaching to pop music. Postgraduates may apply for fellowships and teaching posts as a way of pursuing their interests.

One new fellowship was recently set up in collaboration between Sotheby's and Central St Martin's College of Art and Design. By allowing the artist space to exhibit his work, as well as time to teach his own principles to other students, the post offers MA graduates the chance to escape temporarily the relentless pressure of supply and demand. What graduates can never apply for, as the tormented artist in the garret knows, is a muse.

## RADIO

## Snapless populism

CERTAIN remarks of mine made last August about the nature of Radio 1's audience continue to irk that network's most egregious disc jockey, who reportedly believes that this column is out of touch with the modern world.

All that this column can say in mitigation is that it knew within minutes the first of the years celebrated in yesterday morning's Simon Bates Golden Hour, a programme which caters principally to the tear ducts of the middle-aged. The year in question (Mott The Hoople, *The Godfather*, flared jeans) was 1972.

Fleeing the dead hand of the past, this column decided to sample the cutting edge of Radio 1's fresh, up-to-the-minute approach to broadcasting. On Saturday evening the first of a new series of *The Mary Whitehouse Experience* took to the air. For the uninitiated, this is a self-proclaimed outrageous comedy show recorded in the presence of a devoted live audience and later edited before transmission. No doubt some actionable material does end up on the cutting-room floor, but most of the edits seem merely to cover up for the performers when they run out of ideas.

The programme strives rather desperately for topicality — party conferences, the Gulf crisis, Lester Piggott's return to the saddle — and its vehicle of choice is the spoof television news clip. Imaginary headlines read out during the chimes of ITN's *News at Ten*, for example, are interlarded with advertisements for telephone "sex-line" services. To find this funny, one would surely have to accept at face value the inherent seriousness of television news, not simply its sober tone.

*The Mary Whitehouse Experience* takes television very seriously; indeed, in its search for references and formats it scarcely strays from that medium, and its studio audience, who handsomely recreate the values of the average Balearic disco, are evidently attuned to this instinct. They do not need to be told that *Stars in Their Eyes* is a tacky and rather pathetic talent show or that Bruce Forsyth could do with a new catch phrase. They have heard of *The Pet Shop Boys*.

My point is this: Europe's most successful radio frequency has no cultural existence outside the narrow band of self-referential populism that increasingly constitutes British life. Pop music, trash television, *Gazza*... all this seems to be vital; in fact it is moribund. It takes its beat from America so unthinkingly that, on occasion, it has to be reminded that this is so.

MARTIN CROPPER



Hopeful sculptress: Amy Eshoo, graduate of Goldsmiths' College, pictured with one of her untitled works

## Putting other people's money where your mouth is

An introductory course in the dangerous sport of theatrical production, reported by Heather Neill



Independent success: Return to the Forbidden Planet, now at the Cambridge Theatre

Michael Redington is cautious, modest, with the decorous manner of a Victorian gentleman's gentleman. He is also a successful independent businessman of the theatre, the producer of *Jeffrey Bernard is Unwell*, and one of the speakers at a three-day workshop for would-be producers. He summed up the last successful stages in raising capital to put on a play with: "You're on the edge. Your heart's in your mouth. It's the most terrifying thing."

Despite the heart-stopping gambles involved, over a hundred people applied for the course at London's Drury Lane Theatre, people interested enough to sacrifice a weekend and part with £300 to learn how to get a play or musical from page to stage. Organised by the Theatre Investment Fund, a charity which puts limited sums into productions — such as the award-winning musical, *Return to the Forbidden Planet* —

writes personally to keep them abreast of developments.

The theatre is a business like any other; people are in it to make money and need to know about contracts, union agreements, marketing, company law and the ramifications of the Financial Services Act, areas covered by the workshop. The theatre is unlike any other business, however, in that the risks are exceptionally high.

Speaker after speaker emphasised the importance of trust, of keeping negotiations personal. Bill Kenwright, for whom the billboards were regular visitors in his early days as a producer, can drive a hard bargain: "If I'm not a hustler, making a few bob, I'm no use to anyone." But, the few bob having been made, the former actor puts money into shows which are less likely to be commercially successful. He calls it "paying back".

Major producers form themselves into public com-

panies, such as Really Useful and Cameron Mackintosh, with full administrative and legal staff. The independent producer must rely on a network of small investors, a solicitor and accountant. He or she may turn himself into a company for each project, which gives some protection in case of disaster.

"Play, cast, money, theatre; it's a miracle every time they come together," says Redington. And indeed it is. How does one time it so that a play finishes its tour just as a suitable theatre becomes available in London? Often one cannot, since plays close after only a couple of weeks' notice. It is crippling expensive to keep a London theatre empty — about £15,000 per week in the case of Drury Lane. Yet, when a *Miss Saigon* is on the horizon, it may be worth keeping the theatre in readiness.

Many of the participants were from the subsidised sector; they believe the future lies in co-productions and transfers. "The trick," says William Wilkinson, financial controller of the Royal Shakespeare Company, "is to get the balance right, to have a mixed programme, so that a commercial production does not stick out like a sore thumb and alienate the basic audience."

He enjoys the stimulus of contact with commercial interests and approves of the greater availability of RSC work, as well as financial benefits that result from transfers of productions such as *Les Misérables*.

The excitement of the gamble is infectious. Jan Ryan, tours manager of Birmingham Repertory Theatre, a participant from the subsidised sector, says "I get a buzz out of pulling off a deal." One day she hopes to be doing so on her own behalf and, like others on the course, felt better equipped to do so than previously.

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## TELEVISION &amp; RADIO

COMPILED BY PETER DEAR AND GILLIAN MAXEY  
TELEVISION CHOICE PETER WAYMARK/RADIO CHOICE PETER DAVALL

## BBC1

- 8.00 **Casualty**  
8.30 **BBC Breakfast News** with Nicholas Witchell and Jill Dando  
8.50 **Daytime UK**. A preview of the morning's events  
9.00 **News**, regional news and weather  
9.05 **Brainwaves**. Quiz game show 9.25  
9.15 **Dish of the Day**. Homey show with helpful cookery tips 9.30 **People Today**. Reports on the lives of people across the UK  
10.00 **News**, regional news and weather  
10.05 **Children's BBC** begins with **Playdays 10.25 The Family Mess (r)**  
10.35 **People Today**. Includes at 10.45: **Head UK**. Posh Marylin Lewis has practical advice on how to look after your back  
11.00 **News**, regional news and weather  
11.05 **Kilroy**. Robert Kilroy-Green chairs a discussion on medical negligence  
11.45 **Afternoon News** with Adrian Mills and Ronke Phillips  
12.00 **News**, regional news and weather  
12.05 **Afternoon News**. A visit to Rosamund Conley's diet and fitness club 12.20 **Scene Today**. Includes Tim Gandy's video film 12.55 **Regional News** and weather  
1.00 **One O'Clock News** with Philip Hayton. Weather  
1.30 **Neighbours**. (Ceefax) 1.50 **Four Squares**. Quiz game  
2.15 **Time**. Highly Dangerous (1990, b/w) starring Margaret Lockwood, Dane Clark and Marisa Goring. A classic spy tale written by Eric Ambler, but the film cannot decide whether it is serious or a spoof, and suffers accordingly. Directed by Roy Batters  
3.40 **Poppy**. More spinach-fuelled adventures

- 3.50 **Tales of the Robot Sheriff** Holmes. Last in the series (r) 4.10 **Paw Paws (r)** 4.35 **Ippo Fazio**. In this first of a new series starring young reporter investigating subjects that interest them, Daniel Price looks at what makes people laugh  
5.00 **Newsround 5.10 Grange Hill**. Episode 12. (Ceefax)  
5.35 **Neighbours (r)**. (Ceefax). Northern Ireland Sportsworld 5.40 **Inside Usher**  
6.00 **Six O'Clock News** with Peter Sissons and Jill Dando. Weather  
6.30 **Regional News** Magazines  
7.00 **Trivial Pursuit**. Rory McGrath hosts another edition of the board game-derived show  
7.30 **EastEnders**. More gloom and doom with the denizens of Albert Square. (Ceefax)  
8.00 **Way to December**. Time after Time. A comedy series about romance and the generation gap. Zoe and Alf want to live together, but how do they tell their parents? (Ceefax)  
8.30 **A Question of Sport**.  
● **CHOICE**: Just as more people watch Barry Norman's weekly film programme than go to the cinema, millions switch on to *A Question of Sport* who would never dream of turning up at football matches or even watching sports on television. With audiences for the last series running at up to 12% million, the show gives the BBC some of its biggest audiences outside the soaps. Clearly the appeal goes far beyond sports fans. The show is based on a panel of celebrities in which wrong answers are usually more entertaining than right ones and no one need feel ashamed of being an ignorant. The resident captains



Barry Norman, Peter Sissons and Jill Dando (8.30pm)

- have been already chosen on the principle of balancing comedy (Ian Botham) with straight man (Bill Bowerman), while David Crockett's contribution has been the subject of a book by Spitting Image. And the show should start to flag, they can always invite back the Princess Royal (Ceefax)  
9.00 **Nine O'Clock News** with Marlyn Lewis. Regional news and weather  
9.30 **The Paradise Club**. More wheeling and dealing with the London live! (Ceefax). **Water, Water in the West**. Out 10.00-10.50 **The Paradise Club**  
10.20 **Film 90** with Barry Norman. Robert De Niro's *Shogun* and Michael Caine's *A Shock to the System* are among the films reviewed. Northern Ireland. **Flash McVane** 10.25 **Usher in Focus**  
10.50 **Spenser For Hire**. American private detective drama series starring Robert Iler  
11.40 **Working Titles**. A new series about Britain's working aristocracy. Wales: **Film 90** 12.00 **News**. Northern Ireland. **Film 90** 12.00-12.40 **Working Titles**  
12.10 **News**

## ITV LONDON

- 5.00 **TV-am**  
9.25 **Jaguar**. Chris Dandel has the answers and his co-presenters must provide the questions 9.55 **Thames News** and weather  
10.00 **The Time ... The Place ...** John Stapleton chairs a topical discussion  
10.40 **This Morning**. Family oriented magazine show presented by Judy Finnigan and Richard Madeley.  
11.00 **News**. Regional and national news headlines at 10.55 and regional news headlines at 11.55 followed by national weather  
12.05 **Rod, Jane & Freddy**. The trio sing about clocks, robots and gadgets that move around 12.25 **Home and Away** 12.55 **Thames News** and weather  
1.00 **News at One** with John Suchet. Weather  
1.20 **Heartbeat**. Antiques expert John Bly examines, values and identifies Japanese porcelain and wares brought in by the studio audience 1.50 **A Country Practice** 2.00 **Talk**. The High Road. Drama and intrigue with the residents of a Highland village  
2.50 **Tell the Truth**. Fred Denner chairs the panel game in which celebrities have to work out which of the contestants is telling the truth about a particular claim to fame. This afternoon's guests are Don McLean, Floella Benjamin, Duncan Goodhew and Alison Holloway (r) 3.15 **News** headlines 3.20 **Thames News** and weather  
3.55 **Hudley Pig**. Cartoon series 4.10 **The Dreamstone**. Fantasy cartoon 4.35 **Twenty Five (r)**

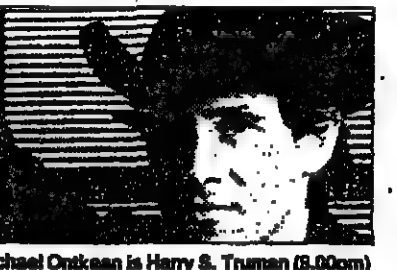
- 4.40 **Children's Ward**. A new series of the drama set in the children's ward of a hospital (Oracle)  
5.10 **Blockbusters**. The fast-moving quiz 5.40 **News** with Nicholas Owen. Weather 5.55 **Thames News**. Jackie Spratley with details of the Hyperactive Children's Support Group  
6.00 **Home and Away (r)**  
6.30 **Thames News** and weather  
7.00 **Emmerdale**. Topical soap set in the Yorkshire dales (Oracle)  
7.30 **Thames Reports**. What has happened to the public money given to a London refuge for battered women?  
8.00 **The Bill: One of Those Days**. On returning to Sun Hill after a high-level meeting at New Scotland Yard, Chief Superintendent tells Chief Insp Conway and Insp Monroe that the station's equal opportunities record is considered by their superiors to be well below par (Oracle)  
8.30 **Strike It Lucky**. Quiz game show  
9.00 **Boon**. When Ken is hired to solve a burglary at a builder's yard, a case of hidden malice ensues. He gets a lot more than he bargained for (Oracle)  
10.00 **News at Ten** with Alastair Burnet and Julia Somerville. Weather 10.30 **Thames News** and weather  
10.40 **Midweek Sport Special**. Nick Owen presents a double bill of football and boxing. Manchester United are at home to Wrexham in the European Cup-Winners' Cup. Tony Francis presents highlights and results from the top games in the second division. The action then moves to Leicester's Granby Hills, where the WBO light middleweight title fight takes place between John David Jackson from Pennsylvania and Chris Pyatt of Lancaster

- 11.50 **Prisoner: Cell Block H**. Australian soap set in a woman's detention centre. Judy is blackmailed by Jack into working for him, and a depressed Doreen misunderstands something David says. Followed by **News** headlines  
12.35 **The New Avengers**. Patrick Macnee, Joanna Lumley and Gareth Hunt star in this light-hearted secret agent series. When a drugs syndicate boss is forced to "prove" himself, he decides the execution of Stead, Purdy and Gamot will be the key to regaining his reputation  
1.30 **Video View**. A chance to see previously unreleased footage of Elvis Presley. Plus Frank Sinatra and Jimi Hendrix playing on the Isle of Wight, and George Best's past uncovered in **Genius: A Report from the 1950**. British Videogram Association Awards, plus the best to rent and buy on video. Presented by Mariella Frostrup. Followed by **News** headlines  
2.00 **Kojak**. The New York detective is on the trail of a psychotic who sets out on a murder spree after receiving the "message" in a "message" from a television chat show host. Starring Telly Savalas (r)  
3.00 **Donahue**. **Backlash Party Break Up**. The American chat show which invites the audience to air their views on adult topics. The topic under discussion is whether or not a night of pre-wedding lunacy is really worth it. Followed by **News** headlines  
4.00 **Entertainment UK**. A fast-moving weekly guide to the latest in arts and entertainment from all over the country.  
5.00 **ITN Morning News** with Gail Carter. Ends at 6.00

## BBC2

- 8.00 **News**  
8.15 **Westminster**. A round-up of parliamentary business  
9.00 **Daytime on Two**. Profiles of celebrities 9.30 **GCSE German** 9.45 **First and Second**. Water transport in Scotland 10.00 **For the very young** 10.15 **Learning to read** 10.40 **Study Skills** 11.00 **Health education** 11.15 **The "greenhouse" effect** 11.35 **A song for seven to nine** 11.55 **A song about water** 12.15 **The importance of measurement in science** 12.35 **Spoken Hindi and Urdu** course 1.20 **Greenwich** 1.40 **Welsh** chapel and church  
2.00 **News** and weather followed by **You and Me (r)** 2.15 **Six Faces of Royalty**. Sir Roy Strong, former director of the V & A, continues his enquiries into the personalities of royal personages, past and present. This afternoon - Queen Elizabeth I (r)  
2.30 **Holiday Outings**. A weekend break to Seville (r) 2.55 **Sea Heart (r)**  
3.00 **News** and weather followed by **Weekend** 3.15 **5.50 News**, regional news and weather  
4.00 **Call My Bluff**. With Frank Muir, Arthur Marshall, Jackie Robinson, Mike Read, Spike Milligan and Jane Glover (r)  
4.50 **Fighting Talk**. Sir John Woodcock, HM Chief Inspector of Constabulary, tells Sir Arthur Marshall. Are the police being asked to do an impossible job?  
5.00 **Advice Shop**. Reports from Warrington, Swansea and Wigan on current progress with the poll tax  
5.30 **The Ornamental Kitchen Garden (r)**. (Ceefax)

- 6.00 **Film: Across the Bridge (1957, b/w)** starring Rod Taylor, David Niven and Maria Lind. Suspenseful but largely unconvincing drama. The FBI and Scotland Yard, a provoked financier is en route to Mexico when he meets a man who looks uncannily like him. He drugs him and assumes his identity, only to find that the man was a wanted police. With a twist and a local Mexican folk hero. Directed by Ken Annakin  
7.45 **Assignment: The Ukraine**.  
● **CHOICE**: Those who think that historians should concern themselves with trying to explain what has happened in the past, instead of saying what they think is going to happen in the future, had best skip this documentary. Devotees of orthodox television reportage, in which the presenter is not expected to reveal personal prejudices, may also find Stone's approach unsettling. A third group will applaud him precisely because he breaks the rules. In the first of a new foreign affairs series, to be presented by various hands, he travels to the Ukraine and thinks it would be surprising if he did not find it a hotbed of dissent translated into a new independence from the Soviet Union. One prominent politician tells Stone it will happen in two years, at the most. But the evidence from the film is that nationalism is stronger among the intelligentsia than the working class, who may ultimately call the shots  
8.30 **Pilar Plink**. Last in a rather quiet series from the American comedienne. Her guest tonight is British comic actor Adrian Edmondson from *The Young Ones*. **The Comic Strip**



Michael Oakes is Harry S. Truman (8.00pm)

- 9.00 **Twin Peaks**.  
● **CHOICE**: After watching the first half hour of David Lynch's much-trumpeted "black" soap, viewers may wonder what the fuss is about. It is true that not every twin has a sheriff called Harry S. Truman but otherwise we seem to be in for a conventional thriller. The dead body of a 17-year-old girl is washed up on the shore of the local lake wrapped in plastic and the sheriff is soon on the case. The prime suspect is boyfriend Bobby, a bad lot who has also been dating a married woman. But stay with *Twin Peaks* and it gradually becomes apparent that there is more to it than meets the eye. Lynch's favourite setting of small town America, as apparently innocuous as doughnuts and cherry pie, is really seething with oddball characters and dark secrets. Created by Lynch and Mark Frost of *Hill Street Blues*, *Twin Peaks* draws on audience familiarity with popular television forms, such as the soap opera and the detective story, and gloriously subverts them.  
10.30 **Newsnight** with Frances Short  
11.15 **The Late Show** 11.55 **Weather**  
12.00 **Fighting Talk**. See 4.30. Ends at 12.35am

## CHANNEL 4

- 6.00 **The Art of Landscape**. A soothing mix of music and images  
6.20 **Business Daily**  
6.30 **The Channel Four Daily**  
9.25 **Schools Programmes**  
12.00 **The Parliament Programme**  
12.30 **Business Daily**. Financial and business news service  
1.00 **Sesame Street**. Learning fun for pre-school children  
2.00 **Third Wave**. Continuing the series of documentaries for the over-55s. The three generations of the Montague family, who all featured in last week's programme, are put through more testing situations to see how they have become involved in other pursuits in the Wyke Valley to see how the older members of the family cope within the family unit. (Teletext)  
2.45 **The Engagement**. A short comedy script by Tom Shippen which stars David Warner as the most powerful old boy who decides to shock his family into showing some concern for all the pain and suffering that exists in the world. However, problems closer to home cause him to re-evaluate his plans (r)  
3.35 **An Overall Plan**. Polish cartoon  
3.40 **The Oprah Winfrey Show: Death of a Crusader**. Mitch Snyder, who campaigned tirelessly for the cause of the homeless in America, committed suicide last July. Here celebrities and the homeless help pay tribute to him and his achievements  
4.30 **Fleeson to One**. Quiz game  
5.00 **Owl TV**. Wildlife series for children, presented by Michaela Strachan, with children of mixed abilities reporting from home and abroad. This week, more film from the Seychelles, a look at boat constructors, and a close encounter with a raft spider. (Teletext)



Homeless advocate: Mitch Snyder (3.40pm)

- 5.30 **Same Differences**. Libby Cross and David Warner look at the effect of disabled people. Pubs are an important part of social life in the UK, so why are many of them inaccessible to disabled people?  
6.00 **Winners: The Other Face of Life**. An Australian film about the lives of boys who decide to shock his family into showing some concern for all the pain and suffering that exists in the world. However, problems closer to home cause him to re-evaluate his plans (r)  
7.00 **Channel Four News** with Jon Snow and Zarah Leighton  
7.50 **Comment** followed by **Weather**  
8.00 **The Curry Connection**. Jamil Merchant presents the last in the series of programmes which survey the history, cuisine and decor of Britain's Indian restaurants. (Teletext)  
8.30 **Check Out**. Includes the results of a survey on why people buy or report on products. A report on *Panics Books* attempt to break the net book agreement, and a 15-year-old confronts the mail order men from whom

- he was expecting a mountain bike in exchange for his 1459  
9.00 **Cmcal Eye: Act of Union**.  
● **CHOICE**: Lucy Hootman's film about the British constitution with South Africa tends to jump rather abruptly from one idea to another but her main argument is clear. This is that South Africa's political and economic inequalities were not an invention of the nationalist Party in 1948 but introduced by the British during the colonial period. As the South Africa Act was becoming law in 1909 Prime Minister, Asquith, "hoped" that the colour bar would be removed. The hope proved empty and three years later the African National Congress was broken in a move towards the setting up of a democratic South Africa. The film suggests that Britain's special relationship could make her the honest broker in moving towards the setting up of a democratic South Africa.  
10.00 **Film: Snake Treat (1988)**. A Canadian film about American Indians trying to establish their rights in society. An Indian returns from the city to the farming community of his childhood to discover that the reservation is threatening the calm of the area. Starring Timothy Daly and Genevieve Bujold and directed by David Greene. The series of shows from New York's Apollo Theatre, featuring both famous and rising stars. Caught in action are *Y. Pappas*, *Angie Winous* and *Steve O*  
12.50 **Am Farnport Convention** in concert at the Oxfordshire village of Cropredy (r). Ends at 1.50

## ITV VARIATIONS

- ANGLIA**  
As London except 8.25pm-7.00pm. **Anglia News** 7.30-8.00 **Anglia Reports** 11.30-11.55 **Anglia News** 11.55-12.30 **Anglia News** 12.30-1.00 **Anglia News** 1.00-1.30 **Anglia News** 1.30-1.55 **Anglia News** 1.55-2.00 **Anglia News** 2.00-2.30 **Anglia News** 2.30-3.00 **Anglia News** 3.00-3.30 **Anglia News** 3.30-4.00 **Anglia News** 4.00-4.30 **Anglia News** 4.30-5.00 **Anglia News** 5.00-5.30 **Anglia News** 5.30-6.00 **Anglia News** 6.00-6.30 **Anglia News** 6.30-7.00 **Anglia News** 7.00-7.30 **Anglia News** 7.30-8.00 **Anglia News** 8.00-8.30 **Anglia News** 8.30-9.00 **Anglia News** 9.00-9.30 **Anglia News** 9.30-10.00 **Anglia News** 10.00-10.30 **Anglia News** 10.30-11.00 **Anglia News** 11.00-11.30 **Anglia News** 11.30-12.00 **Anglia News** 12.00-12.30 **Anglia News** 12.30-1.00 **Anglia News** 1.00-1.30 **Anglia News** 1.30-1.55 **Anglia News** 1.55-2.00 **Anglia News** 2.00-2.30 **Anglia News** 2.30-3.00 **Anglia News** 3.00-3.30 **Anglia News** 3.30-4.00 **Anglia 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**TUESDAY OCTOBER 23 1990**

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## Agent banks confident over Eurotunnel refinancing

By NEIL BENNETT, BANKING CORRESPONDENT

EUROTUNNEL'S bankers are due to meet in London on Thursday to sign the Channel tunnel operator's £1.8 billion debt refinancing.

This refinancing commitment is a vital condition of the company's £530 million rights issue and to the future of the entire project.

The document must be signed by all 210 banks in the original £4 billion loan syndicate, even though more than 80 have refused to make any further loans to the company.

Despite this, and the complexity of the refinancing agreement, Eurotunnel's main agent banks are confident the document will be signed, allowing the rights issue to proceed next month.

The signing will be a low-key affair at a hotel in Mayfair. Bankers are simply being invited to turn up during the day to sign, contrasting with the original financing ceremony in 1987, which was staged simultaneously in London and Paris.

National Westminster, Midland, Crédit Lyonnais and Banque Nationale de Paris,

the agent banks, are prepared for a last-minute dash to contact the banks which fail to attend.

The signing is the culmination of the company's five-month struggle to raise additional finance, after its costs soared from the original £4.87 billion estimate to £7.5 billion. The refinancing missed its original deadline of August 31.

The agent banks have since been forced to drop their fundraising requirement by £200 million, and include additional funds of £300 million from the European Investment Bank in their calculations.

But the success of the refinancing is largely due to the efforts of the agent banks, which have lobbied the syndicate members ceaselessly to ensure as many as possible would take on extra commitments. Bankers still hope to convince a final few institutions to agree the funding before Thursday's signing, although the agent banks themselves are now prepared to carry most of any shortfall.



Team work: David Brown, company secretary (top left), Scott Cairns, chief estates surveyor, Paul Birch, board member, Alan Thomson, finance director (bottom left), Gordon Milne, and David Wallace, chairman

## Scottish Metropolitan falls to £10m

By MARTIN WALLER

SOARING short-term interest costs and falling earnings from property dealing left pre-tax profits at Scottish Metropolitan Property, the largest property investor north of the border, £2 million lower at £10.4 million in the year to August 15.

A final dividend of 4.22p makes a total of 6.75p (6p).

An internal valuation of the investment portfolio at the

year-end showed a rise of 1.8 per cent over the previous year to £298.7 million, Gordon Milne, the managing director, said. Net assets per share were lower at 240.2p against 241.3p.

Profits from property dealing slipped from £2.33 million to £556,000 because of the downturn in the property industry, and Mr Milne said the company was putting a

brake on starting any more developments for trading for the foreseeable future.

The company's own target was not to have more than a fifth of its developments being built for sale, and the current figure was about 10 per cent.

Interest charges rose to £6.84 million, from £618,000. The group was currently 70 per cent geared, short-term borrowings having increased

from £37 million to £98 million while long-term debt stayed at £66 million.

Mr Milne said the intention was to reduce gearing to 50 per cent, a level with which the group felt happy, by means of disposals already planned over the next two years.

If such disposals proved impossible in the current climate, gearing would probably rise to 90 per cent, he warned.

## Societies' receipts jump but mortgage lending falls to low

By LINDSAY COOK, MONEY EDITOR

MARKET uncertainties helped building societies to attract £856 million in net receipts from savers last month, £333 million more than August and the highest inflow since April 1989.

The mortgage market last month fell to the lowest point since January when the usual autumn surge failed to arrive. Net new commitments fell from £3,547 million in August to £3,005 million, the lowest September figure for several years, and compares with net commitments of £4,283 million last year when the mortgage market was already in the doldrums because of high mortgage rates. Gross mortgage advances fell from £3,828 million in August to £3,281 million in September.

Mark Boleat, director-general of the Building Societies Association, said: "The turnaround in net receipts in September follows the end of the summer holiday period when savers are traditionally at low levels. The recent difficulties in the stock market have also encouraged people to deposit money in building societies. Usually, the inflow of funds to societies in the months up to Christmas is strong, although the privatisation of the electricity industry in November will provide

stern competition for retail deposits."

The leading figures do not reflect the 0.9 point cut in mortgage rates for new borrowers which comes into force for existing homebuyers next month.

None of the societies has cut savings rates yet, but all are likely to do so before November 1. As rates begin to come down, investors are more likely to move for a better rate elsewhere. Societies are aware that savers with £25,000 or more to invest are most sensitive to higher interest rates elsewhere and are also likely to apply for privatisation shares. They will try to pitch savings rates to ensure all or most of the electricity share money is returned to original accounts in December.

David Gilchrist, group general manager of the Halifax Building Society, said: "Activity levels in the mortgage market should start to recover with the November rate cut but only if we see another reduction by early 1991."

A large proportion of homebuyers have mortgages which are reviewed annually. A further fall in bank base rates is needed by mid-December for most of them to see any reduction in their payments next year.

## IMI bids £12m for Birmingham Mint

By JONATHAN PEYNE

BIRMINGHAM Mint, the coin company, has received a £12.2 million takeover bid from IMI, the owner of Britain's only other private sector mint. Shareholders are being offered 85p cash compared with a Friday closing price of 60p. Birmingham Mint shares soared to 83p on the announcement.

The Birmingham Mint board has advised shareholders to "take no action" and has described the bid as "unwelcome and opportunistic".

IMI said it would continue to seek recommendations for the offer. "The bid price is sensible rather than opportunistic," Simon Clayton of Samuel Munnag, IMI's adviser, said. IMI claims the

offer represents a prospective exit multiple of 10.6, though Birmingham Mint is likely to argue it is nearer eight times.

Birmingham Mint, which saw profits slide from £3.4 million in £208,000 last year when it celebrated 100 years as a quoted company, is one of three coin manufacturers in Britain which together form the mint consortium led by the Royal Mint. New management was bought into the company last year.

Any takeover is unlikely to face monopoly problems because of the status of the Royal Mint consortium.

Birmingham Mint is thought to have signed a £500,000 order with Iraq before the invasion of Kuwait.

## Net income down 18% at Reebok

By OUR CITY STAFF

REEBOK, the international leisure footwear brand that is 31.7 per cent owned by Pentland Group, the UK consumer goods and investment company, has reported an 18 per cent drop in third-quarter profits.

Net income for the three months to end-September was \$68.5 million, compared with \$83.1 million for the previous comparable period. However, over the nine-month period, the profit decline is only 3 per cent to \$228.9 million.

For Pentland, the figures translate into £6.9 million of attributable profit for the third quarter, against £9.8 million the previous year. Earnings attributable to Pentland fell from 2.77p to 1.92p.

Paul Fireman, Reebok's chairman and chief executive officer, said: "The results for the third quarter were slightly better than previously estimated." He said non-US sales exceeded \$360 million during the first three quarters, a 119 per cent improvement on last year.

Pentland put its stake up for sale earlier this year but subsequently suspended "active marketing" of the holding because of the deteriorating outlook for retailing in the US and the UK.

## Print firm shares up on talks

SHARES in HunterPrint Group, the troubled specialist printing group, advanced by 5p to 23p, after touching 28p, on confirmation that the group's refinancing talks are at an advanced stage.

There has been speculation that Sir Ian MacGregor, the former chief of the NCB, is to head a consortium to rescue the group in a deal involving a £15 million rights issue. Partners are believed to include the Belzberg brothers.

The company said the refinancing proposals were subject to a number of conditions.

## Philips plans buyout deal

PHILIPS, the electronics group, said it plans to buy out El Du Pont Nemours from the consumer activities of their joint venture, Philips and Du Pont Optical.

South West Water It is the subsidiary South West Water Authority, now the responsibility of the Department of the Environment, that is being prosecuted in connection with alleged misdelivery of aluminium sulphate to Lowermoor Water Works, not South West Water plc as was incorrectly stated in *The Times* on Saturday.

## Australia close to share voting change

From BRIAN BUCHANAN IN SYDNEY

THE Australian stock exchange appears ready to allow The News Corporation to issue limited voting preference shares.

In a discussion paper released yesterday, the exchange indicated it was prepared effectively to end its "one-vote-one-share" rule.

However, the exchange stressed it was still opposed to the idea of companies issuing non-voting ordinary shares, although it has called for submissions from the public on whether this rule should be amended.

The pressure for a review of the policy followed changes on overseas stock exchanges and an application by News Corp to be allowed to issue limited voting, but fully participating, preference shares.

Anyone wishing to lodge a submission to the exchange on

the proposals must do so before November 16.

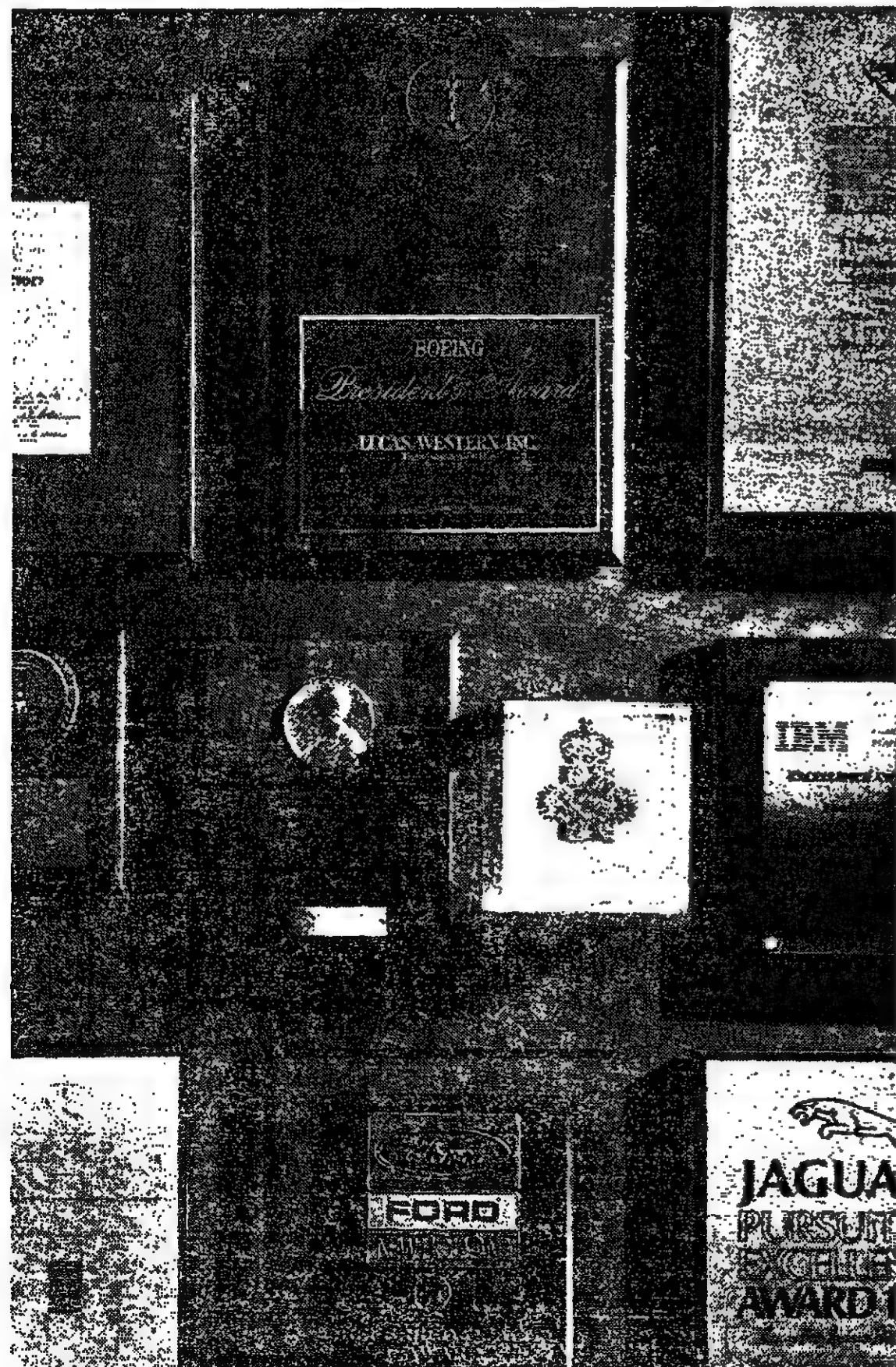
The matter will be aired today when News Corp shareholders will be asked to vote on a resolution to issue the shares at the company's annual meeting in Adelaide.

Opponents of the News Corp proposal claim it would enable the group to make a rights issue without diluting the controlling interest of the Murdoch family.

A leading institution, the AMP Society, has been one of the major objectors. Leigh Hall, the group's manager of investments, said yesterday that he welcomed the paper which was "sensible and useful", but he wanted to review it further.

A spokesman for News Corp said yesterday that directors were pleased with the proposed amendments.

## TOTAL QUALITY HAS ITS REWARDS.



LONG TERM INVESTMENT IN AND COMMITMENT TO TOTAL QUALITY HAS ITS OWN REWARDS.

AND LUCAS QUALITY IS CLEARLY APPRECIATED WORLDWIDE BY MAJOR COMPANIES, SUCH AS BOEING, FORD, IBM AND KODAK.

HIGHLIGHTS OF 1990 ANNUAL RESULTS		
SALES	£2,334m	UP 7%
PROFIT BEFORE TAX	£191.2m	UP 2%
EARNINGS PER SHARE (DILUTED)	20.2p	UNCHANGED
TOTAL DIVIDENDS PER SHARE	7.0p	UP 12%
RESEARCH, DEVELOPMENT AND CAPITAL INVESTMENT	£234.8m	UP 25%

EXTRACT FROM CHAIRMAN'S STATEMENT

"THE LUCAS FINANCIAL RESULTS ILLUSTRATE BENEFITS FROM THE IMPROVED BALANCE AND PERFORMANCE OF OUR INTERNATIONAL OPERATIONS - WHICH HAVE ENABLED THE COMPANY TO ADJUST TO MARKET AND OTHER CHANGES WHILE INCREASING INVESTMENT FOR SUSTAINABLE SUCCESS IN FUTURE. AS UNCERTAINTIES CONTINUE IN OUR MARKETS WE ARE CONCENTRATING ON EXPLOITING OPPORTUNITIES FOR ORGANIC GROWTH COUPLED WITH EVEN GREATER DETERMINATION TO REDUCE COSTS AND IMPROVE COMPETITIVENESS."



TONY GILL





# A timely leg up for sagging sterling

## COMMENT

At last, some unadorned good news for the government - but the statistical front. The better-than-expected trade figures came in the nick of time from the point of view of currency management as sterling fell towards DM2.93 just before the news came out. The rebound to DM2.9550 may suggest further short-term gains lie ahead. Excessive gloom had taken hold in the currency market after the long-awaited ERM honeymoon was so rudely interrupted by the bears from Japan and the Middle East. This overwhelming bearishness may well have set the pound up for a technical rebound.

However, on a slightly longer term horizon, the prospects for sterling do not appear attractive and it may not be too long before we see a repetition of the ignominious position to which sterling fell yesterday morning. To be the weakest currency in the ERM is bad enough, but to combine this with the second highest yield in the system, implies a determined vote of no confidence.

The government has only itself

to blame for sterling's humiliating position. Even after the much improved trade figures, sterling appears to be far too high to bring Britain's current account back into balance. Annualising the last three months' trade figures would still produce a current account deficit of £15.3 billion, considerably larger than the American deficit as a percentage of GDP.

Of course, there are many who argue that a balanced current account is nothing more than a barbarous relic. In a world of free international capital flows, a deficit can always be financed provided the price is right.

But neither the rate of interest nor the real rate of profit in the British economy is moving in the right direction to attract foreign investment. As the Americans are finding, an economic recession tends to provoke a capital outflow much faster than it improves the deficit on current account. A repetition of their

bitter experience in dollar assets is just what the foreign investors fear in sterling, which was why the much vaunted wall of money from Japan turned out to be a mirage.

Given the likelihood of another cut in interest rates before Christmas, it will take more than a few decent trade figures to turn sterling into a buy.

## Steal of a deal

Whatever the market difficulties his company faces, Sir Denys Henderson, the chairman of Imperial Chemical Industries, has confirmed his standing as a world class deal maker. For just £171 million, including £11 million of dividends, he is buying from Cookson Group the half of

Tioxide Group which ICI does not already own.

The bargain-basement price, for a business which last year made profits of £200.2 million, reflects Cookson's weak bargaining position and tough times ahead for Tioxide.

For Sir Denys the deal is a neat and opportunistic tidying up exercise. His opposite number at Cookson, Mike Henderson, was over a barrel. Cookson, a major industrial materials company, became carried away with its own acquisitiveness at the end of the Eighties. Higher interest rates and softening demand in its main markets have since put acute pressure on its balance sheet.

Assuming £60 million of Eurosterling paper is treated as debt, gearing should now fall from its current level of 115-120 per cent to around 85 per cent.

Interest cover, which had been sliding dangerously towards the two times level at which banks are inclined to review the extension of credit, should now be almost three times.

Finally, yesterday's deal relieves Cookson of the fastest-deteriorating part of its business and the obligation to invest £400-£700 million to renew Tioxide's plants with less-polluting technology.

For a time, Cookson looked like a candidate for the industrial knacker yard which has claimed several of Britain's best known companies in recent months. Its weakness could still whet the appetite of a predator. Survival is now more likely than not, even if its continuing independence looks less, rather than more, likely now the Tioxide investment is exchanged for cash.

In some measure, that prospect may have been helped by the bear raid which gave its share price such a mauling at the end of last

month. Too many companies drift towards crisis with an unwavering share price with management closeted in habitual silence. With a joint venture company under pressure, Cookson was obliged both to break its silence and address its problems in good time.

ICI has got a steal, but the deal is a blessing for Cookson shareholders too.

## Eurotunnel

Thanks to French securities rules, Eurotunnel has already had to send the guts of its rights issue prospectus to the Commission des Opérations de Bourse (COB), even though the banks are not due to sign their enabling loan agreement until Thursday. The COB requires 28 days but Eurotunnel is anxious to get in well ahead of an electricity issue. That is laden with first year gifts. Eurotunnel's appeal is more like a legacy. Travel perks will not be usable until 1993, but investors can nominate their children or grandchildren.

LUCAS Industries is beginning to look a snip for any big non-European group still seeking an EC entry ticket. Weakness in the dollar against an ERM-confident pound and the continental motor industry's tracking of the British market into recession will combine to send profits into reverse this year, creating a vulnerability that a predator may find hard to resist.

Short-termism was eschewed by the Lucas board yesterday, but it remains the dominant theme in pricing a share, the market will continue to reflect the expectations for the current year rather than the Lucas's undoubted potential for the mid-Nineties.

A successful bidder would acquire a company with a heavy research and development spend behind it and a wealth of new products, a significant slice of the markets in which it operates, and a year or two's lead on its competitors in its newest venture, the development of diesel injection systems.

Figures for the year ended last July show the group to be in first-class shape. It judged pre-tax profits ahead, held earnings at 21.3p, and restrained gearing to 15.9 per cent.

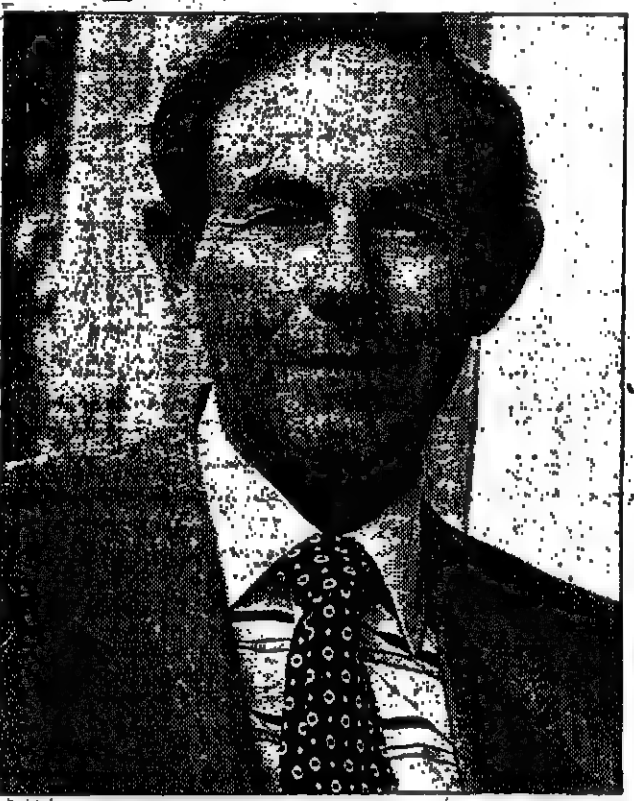
The impossibilities for this year remain the sterling/dollar performance "between" now and July, given that more than 75 per cent of sales are now generated outside Britain, and the extent of the European motor industry downturn. Best estimates suggest Lucas can make £180 million, to produce earnings of 18.5p. Lucas shares deserve better than a prospective p/e of 6.2, but in restricting the dividend rise to 12 per cent - cover is 2.9 times - it missed a chance to perk them up. Not to mention improve relations with institutional holders, whose loyalty may just not stand up to much of test in a fight.

## Hammerson

HAMMERSON, which has about 62 per cent of its assets held overseas, has inevitably suffered from the strength of sterling this year.

Analysts believe currency movements, particularly in

## Lucas may be route into Europe for predators



John Parry: coping as well as can be expected

the Canadian and Australian dollar, will have knocked about 100p off last December's net asset value of £1.068p a share. That is before anyone even looks at what has happened to property values in the intervening 12 months.

The interim results, however, show John Parry, the managing director, and his team coping about as well as can be expected with property markets that, with the possible exception of Europe, are falling throughout the world.

Trading profits in the six months to end-June were down 45 per cent to £5.4 million, while interest costs were 18 per cent up to £24 million. But with net rental income rising 9 per cent to £56.1 million, the damage to pre-tax profits was limited to a 12 per cent drop to £33.6 million. The interim dividend was unchanged at 3.5p.

During the first half, some £13 million of interest on expenditure on the group's development programme was

capitalised. While National Power has agreed a 100,000 sq ft pre-let in the City, and retailers have reserved 65 per cent of the 150,000 sq ft of shops being built at Grimsby, the company could do with good news from its \$200 million Manhattan office development before the year end.

Net assets per share are expected to fall to 900-930p a share this year, putting the A shares at 550p on a discount of about 40 per cent - a buy for those who understand their currencies.

## Richmond Oil & Gas

LONG-SUFFERING shareholders in Richmond Oil and Gas will be dismayed, but not surprised, by news that the company's £31 million cash call has run into difficulties. Certain investors have had second thoughts about the fund-raising venture to acquire oil and gas interests in Texas.

On the day shareholders were due to meet in London to approve the acquisition and fund-raising, County NatWest and Gilbert Elliott, the joint underwriters, were forced to concede that unidentified places were no longer interested in a parcel of 4.5 million new shares, out of a total of 26 million.

Richmond shares were suspended at 120p, a 3p discount to the placing and offer price, and the extraordinary meeting belatedly cancelled. Shareholders have every right to feel aggrieved.

Gilbert Elliott and the Richmond directors are making arrangements to take the shares on to their own books. County NatWest, despite acting as joint underwriter, has apparently been excused of its underwriting duties and will not be taking its share of the unwanted paper.

When Richmond came to the stock market in July 1989 to raise £21 million, applications were received for just 12.2 per cent of the shares, which were offered at 105p. The company has yet to make a profit and is unlikely to pay a dividend until 1993.

No party emerges with any credit. Shareholders have every excuse to head for the "exit".

## Peace hopes release oil pressure

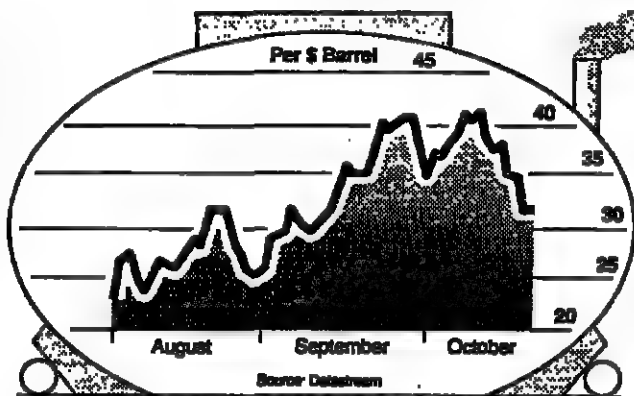
THE collapse in oil prices since the beginning of last week has been spectacular yet has caught few people by surprise. A diverse group of influential people, from Sheikh Ahmed Zaki Yamani, the former Saudi oil minister, to Sir Peter Holmes, chairman of Shell, have repeatedly said that, on fundamental grounds of supply and demand, \$40 oil could not be justified.

Yesterday December Brent slipped another \$3.40 to \$27.35 in London, falling below \$30 for the first time in six weeks. Edward Heath's visit to Baghdad was the catalyst for the latest decline but oil prices were already firmly in reverse and with the prospect of peace now arguably brighter than at any time since the invasion of Kuwait on August 2, prices seem unlikely to recover.

Mehdi Varzi, the Kleinwort Benson analyst, forecasts an average price of \$30 for Brent crude during the final quarter of 1990. Assuming no escalation of the confrontation in the Middle East, he expects an average of between \$22 and \$25 for 1991.

"The market is much more optimistic that war can be avoided. There has been a snowballing of peace talks without anything actually happening and that has been reflected in the price," he said.

Mr Varzi believes the decline in oil prices was triggered



by optimistic comments by Yevgeny Purnakov, a special envoy of Mikhail Gorbachev, who visited Baghdad on October 6. Since then a succession of representatives of the American-led alliance has visited Baghdad and voiced hopes of a peaceful solution.

There is also evidence that the economic embargo of Iraq is biting. The introduction of petrol rationing has left little doubt that the country is suffering hardship.

Yesterday, Prince Sultan bin Abdulaziz, the Saudi defence minister, said his

country "sees no harm in any Arab country giving its Arab sister land, a site or a position on the sea," providing the strongest hint yet that Kuwait may be put under pressure to make territorial concessions.

Against this background the price of oil was not sustainable beyond \$40. Opec has moved swiftly to compensate for the loss of 4.5 million barrels of oil a day from Iraq and Kuwait and the balance between supply and demand has been restored. Kleinwort Benson estimates that oil consumption by countries outside

the former Centrally Planned Economies would average 53.4 million barrels of oil per day (bpd), with a call on oil produced by Opec nations of about 23 million. Mr Varzi is now looking for a growth in global demand for oil next year of just 0.5 per cent to 53.7 million barrels. The suspension by Opec of quotas has allowed members to restore the cartel's output to within striking distance of pre-invasion levels. Output is expected to reach 23 million bpd in December, restoring the balance between supply and demand through the winter.

Now analysts are gazing into crystal balls to assess the downside should peace reign. The first problem Opec must tackle will be to bring Iraqi and Kuwaiti oil back on stream without causing a major imbalance between demand and supply and forcing prices sharply lower.

At the same time Saudi Arabia, which has played a key role in restoring stability to oil markets by increasing production to 7.5 million bpd, will not wish to see prices plummet. It faces the prospect of maintaining a substantial military presence in the region and can only bear the financial burden by maintaining oil revenues. It will not tolerate a price below Opec's official benchmark of \$21.

MARTIN BARROW

## THE TIMES CITY DIARY

### Fax saps green effort at Caird

COMPANIES that make money from the disposal of toxic waste find it difficult to convince the public of their good intentions towards the environment, but one cannot help admiring their efforts. Caird, the waste disposal company at the wrong end of a takeover bid by Severn Trent, was the first to commission an independent environmental audit, and surprised cynics by making the report's contents public, even though it contained criticism of some of the company's sites. Like other environmentally sensitive companies, Caird prints its press releases and correspondence on "100 per cent recycled paper", as the first page of every circular proudly proclaims. It is said, therefore, that correspondence from the company and its advisers during the current corporate contest may not be so enlightened. Several press releases have been received by fax on paper that is decidedly less environmentally friendly - even though Caird's slogan is reproduced every time. "I reckon several trees will have been cut down and shoved through our fax before this one is resolved," says one bemused analyst.

### Historic journey

MORE than 1,000 years of Thameside history in a City tourist attraction are on

course for completion, despite the collapse of Rush & Tompkins, the building firm that was originally carrying out work on the site at Tower Hill. Willmott Dixon, the privately owned construction company, took over the contract and is busily creating the attraction within a series of renovated wine vaults - part of a network stretching several miles underground - in time to receive visitors next summer. The main feature of the new look vaults, which have been designed by the Culverin Consortium in conjunction with the Museum of London, will be the Tower Hill Pageant, London's first "dark ride" museum. Visitors will be transported on automated rides through tableaux depicting centuries of City of London history. Enjoying



"You'll have Sir James Goldsmith after you!"

similar technology to that used in the Jorvik Centre in York, tourists will also be able to "smell" events. Other levels in the vaults will be taken up with restaurants and specialist shops. Willmott Dixon, whose joint chairman Ian Dixon was last year's president of the Chartered Institute of Building, plans to have its part of the contract finished by February. Meanwhile, members of the public who enjoy discussing political, social and religious matters during week days at Tower Hill, which falls within the boundaries of the site, have been delighted to find the passage of free speech unimpeded, despite the hoardings - good news indeed for Lord Soper, the leading Methodist now aged 87, who has made speeches from the site regularly since 1926.

### A bull market

OFFICE parties are likely to be even more embarrassing than usual this year for some senior executives of stock-broking and corporate finance firms. For in place of the traditional river cruise or Karpoke evening, City companies are said to be queuing up to hire the latest test of macho male dominance - a mechanical bull. The bull, one of only eight in Britain, is being hired out by the Rodeo Roadshow, a new company which bills itself as the last word in corporate entertainment. "There are a lot of would-be cowboys out there," says Benjamin Cocks, a former telephone salesman, who

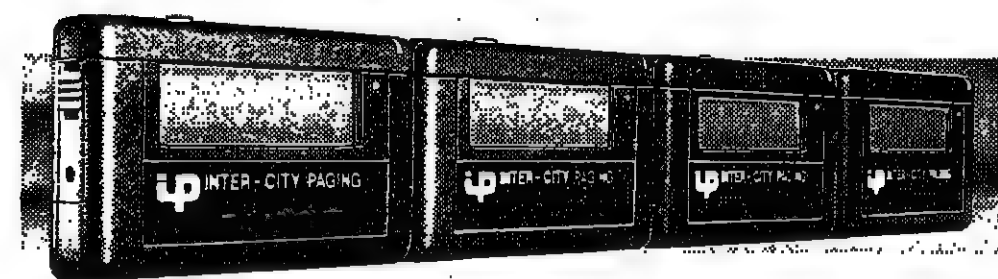
set up the Lancashire company eight weeks ago and reports strong interest from within the Square Mile. "Morgan Grenfell seems particularly keen on the idea," adds Cocks, whose cousin William Holt runs Shirt Point, the City laundry service. The mechanical bull can buck, twist and turn at a furious rate, at a cost of £425 a session, and comes with a large air mattress to protect revellers from serious injury.

### Guinness record

THE recently published 1991 edition of the Guinness Book of Records, known for its grasp of unusual facts, has made a curious omission. Under the heading of the heaviest fine ever imposed by a British court are details of a £25,000 fine imposed on December 10, 1983, on the National Graphical Association for illegal picketing of the Messenger newspaper plant, owned by Eddy Shah. Bulls in the City and elsewhere will, of course, know that that honour now belongs to Gerald Ronson, who was fined £5 million for his part in the Guinness affair. "It is all a bit embarrassing," admits a source close to the Guinness empire, explaining that, in order to get the book into the shops in time for the Christmas rush, the publishing deadline had fallen several weeks before the conclusion of the Guinness trial on August 28.

CAROL LEONARD

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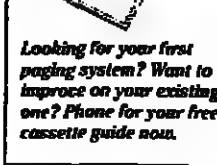
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## Strength of yen helps Nikkei rise 589 points

Tokyo SHARES closed higher, marking the first time in 1990 the Nikkei average has shown gains for six consecutive days. Trade was active as a strong yen, lower oil prices and gains on Wall Street had investors shopping for blue chips and domestic demand-linked issues, brokers said.

The Nikkei index ended up 589.37 points, or 2.41 per cent, to 25,070.86 with 600 million shares traded.

"With the Nikkei defying gravity like this, volume is directly proportional to how many sellers there are," one broker said. "That is to say, there hasn't been a shortage of buyers out there for more than a week."

In the first 15 minutes of trade, the Nikkei rose 176.57 points above Friday's close of 24,481.49. By mid-afternoon, the index was 750 points higher, before profit-taking brought it to its closing level.

"It was like climbing the high altitudes of a mountain," said a broker at a Japanese house. "If you go slowly you're fine, but the minute you try to climb too quickly you get tired and run out of energy."

Advancing shares outpaced declining shares by more than six to one. The 600 million shares traded compared with 1.1 billion traded on Friday.

"This is basically a continuation of what we saw on Friday morning," one broker said. "Friday's gains were lukewarm because they were capped by all that profit-taking and position-squaring ahead of the weekend. But for now the basic trend is bullish."

Firmer bond prices and scattered index buying helped the Nikkei close above 25,000 for the first time since September 13.

The dollar weakened against the yen but, brokers said, at current levels the yen was still helping support stock prices. The dollar closed at ¥126.25.

## Shares uncertain despite boost from trade figures

NOT even the news of better than expected trade figures and a falling oil price could shake City fund managers out of their apathy and share prices started the new two week trading account on a hesitant note.

Investors appeared worried about another slide in the value of the pound and were unwilling to open new positions in early dealings. A mark-up on the back of the shrinking trade deficit failed to attract any follow through. Instead, it was left to Wall Street to provide most of the impetus for London after share prices opened steadily, much to everyone's surprise, despite the latest disagreement over cuts to the American budget. During the first hour's trading in New York, London posted some of its best gains. However, they were not always held.

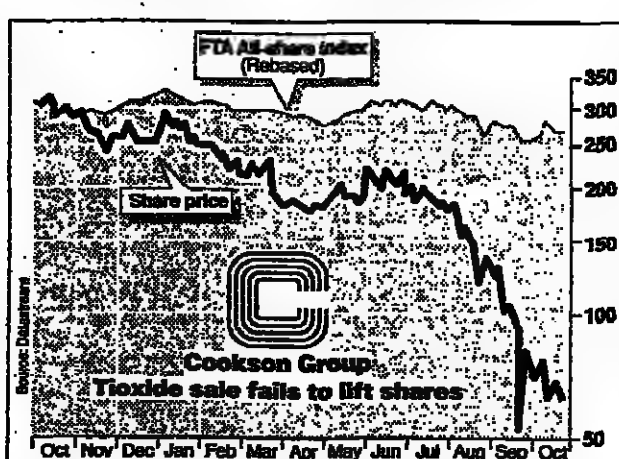
The FT-SE 100 index ended the session 13.0 up at 2,102.0, just below its best levels of the day. The narrower FT index of 30 shares rose 12.1 to 1,633.6.

Government securities shrugged off an early mark-down to finish with gains, with the 10-year gilt down 1/8 to 10 1/8.

In the last half-hour of business, 63 million shares were traded. Most of it was made up of bid-and-breakfast deals designed to establish a tax loss by selling shares at one price and buying them back at a small discount. A number of large firms of stock went through the market, including 1 million Williams Holdings, up 4p to 219p; 2.1 million Barro Group, 1p firmer at 72 1/2p; and 2 million Wellcome, 1p higher at 493p.

ICI jumped 17p to 840p after announcing plans to buy the remaining 50 per cent of Tioxide. It does not own from Cookson, down 5p to 65p. Cookson will receive £160 million and dividends worth a further £11 million.

Tioxide made pre-tax profits of £200 million last year, but has experienced a downturn in demand for tioxide



titanium because of the recession. Cookson needed to sell its half of Tioxide in order to reduce mounting debt problems that have seen its share price tumble in recent months.

ICI warned that Tioxide's profits may be depressed in the short term. ICI is due to unveil third quarter figures on Thursday. These are expected to show pre-tax profits tumbling from £360 million to about £180 million.

Wace, the publishing and printing group, fell 6p to 186p

by 1992, when the Ludgate development is completed. Rosehaugh Stanhope, the joint-venture company of Rosehaugh and Stanhope Properties, will be bearing costs of £1.6 billion, says Kleinwort Benson, the stockbroker. Interest charges of £190 million a year will result in an income deficit of £47 million a year. Kleinwort says something will have to be done. Rosehaugh and Stanhope both closed unchanged at 86p.

on learning of the poor response to its recent rights issue. Less than 4 per cent of the new shares were taken up. The remainder have been left with the underwriters, or placed in the market by BZW. Takeover favourite United Newspapers, publisher of the Daily Express and Sunday Express, firmed 2p to 31p.

The Prudential has lifted its stake in the company to almost 10 million shares, or 5.03 per cent. Shares of Richmond Oil and Gas, the exploration group, were suspended at 120p ahead of an announcement. The

by Severn Trent. The Caird share price fell sharply last week after it gave warning that it would fall short of the £8.5 million originally expected for the 18 months to October 31. It now expects to make profits of £7.2 million. Severn Trent finished 6p firmer at 202p.

The other water companies managed to shrug off the ill-effects of last week's Eastbourne by-election result, which had prompted revived fears of renationalisation.

Dealers pointed to the defensive qualities of the stocks and their dividend growth prospects over the next

few years. Rises were seen in Anglian, 4p to 228p; Northumbrian, 7p to 237p; North West, 5p to 231p; Southern, 3p to 204p; South West, 4p to 225p; Thames, 4p to 233p; Welsh, 5p to 246p; Wessex, 4p to 223p; and Yorkshire, 1p to 236p. The water package also reflected the change in sentiment with a rise of 1/8 to £2.268.

The banks also shrugged off nervousness and attracted selective support, although best levels were not always held. Midland Bank, a weak market of late, since Hong-kong & Shanghai Bank said it had postponed the possibility of closer working links for the time being, rose 9p to 203p.

Barclays Bank also rallied 5p to 362p after denying press reports of a pending rights issue and plans to split the company in two. Sir John Quinlan, the chairman, said: "Newspapers report that Barclays is to split into two are wrong. No rights issue is contemplated. Barclays is one of the strongest capitalised banks in the world."

Meanwhile, National Westminster Bank firmed 2p to 257p and Lloyds Bank shed 1p to 275p.

The insurance sector, which has been a volatile market recently, was weighed down by several companies going ex-dividend. They included General Accident, down 13p to 453p, and Guardian Royal Exchange, 3p lower at 184p.

Commercial Union eased 2p to 160p, but Royal Insurance recovered an early fall to finish 1p firmer at 380p. Sun Alliance held steady at 301p.

Benford International, the troubled food manufacturer and commodity broker, perked up 2p to 28p, helped by weekend reports that Hanson may join the bidding for its British Sugar subsidiary, Associated British Foods, 1p lighter at 398p, and Tate & Lyle, 1p easier at 247p, have both expressed an interest in British Sugar.

The Dow Jones industrial average fell 30.94 to 2,489.85. Frankfurt - German shares closed mixed with a lower bias after a day of directionless trading. The Dax index ended the session 7.58 points, or 0.5 per cent, lower at 1,474.51.

Dealers said prices eased on uncertainty about the Gulf tension, on worries that American shares could fall sharply and on concern about weak German corporate results.

Singapore - The Singapore stock market closed on a firm note as investors went on a buying spree following the Malaysian ruling coalition's landslide victory in the general election at the weekend, brokers said.

The Straits Times industrial index climbed 33.38 points, or 2.92 per cent, to end at 1,173.23.

Hong Kong - Hong Kong blue chips and speculative second liners climbed steadily in reasonably active trading, given the recent sluggishness caused by the Gulf tension.

The Hang Seng index rose 24.8 to 3,016.75.

Sydney - The breakdown in American budget talks cut short expected gains on the Australian share market after Wall Street and then Tokyo's Nikkei index surged sharply.

The All-Ordinaries index closed 4.1 points weaker at 1,364.6.

## WORLD MARKETS

### Early fall in Dow on profit taking

New York AFTER recouping most early losses, American blue chips fell to fresh session lows in late morning on a round of profit-taking.

Earlier, shares recovered as crude oil fell sharply after a Saudi Arabia official suggested territorial concessions to Iraq.

James Andrews, manager of equity trading at Janney Montgomery Scott, said selling pressure continued because many investors are waiting for an American budget agreement before moving back into equities.

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## WALL STREET

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90	90	90	90	90	90
91	91	91	91	91	91
92	92	92	92	92	92
93	93	93	93	93	93
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99	99	99	99	99	99
100	100	100	100	100	100

## Drop in job mobility among managers points to downturn

By ROSE TIBMAN, INDUSTRIAL CORRESPONDENT

JOB mobility among senior managers has dropped sharply, providing further evidence of a major economic slowdown.

Movement during the past year has been at a quarter of the levels found in more buoyant times, according to Programmes Marketing (PM), a telephone marketing company.

PM, while updating its register of managing directors, finance directors, marketing directors and data processing managers at almost 40,000 United Kingdom companies, found wide variations in mobility over the past 12

months. The company said: "The figures for moves are lower than expected, indicating a fairly static period during 1989."

Levels of mobility varied considerably between occupations as well as geographically. Data processing managers proved the most restless among the sample. Nationwide, 13 per cent of them changed jobs within the year.

But marketing directors (9.2 per cent) and finance directors (8.49 per cent) were also far more mobile than managing directors, of whom only 3.4 per cent have moved. Managers in Northern Ire-

land changed jobs the most frequently. PM puts this down largely to outward migration from the province.

The North showed higher levels of mobility than the South, suggesting a general southward drift of senior staff. But managing directors bucked the trend, showing less tendency to move in the north of the country.

PM believes computing, marketing and finance executives may be moving south to climb the career ladder, with managing directors moving north to gain the opportunity to "run their own show".

## Allied London profit halved

By JONATHAN PEYMAN

ALLIED London Properties, the Sterling Homes house-builder, and property development and investment company, has seen profits halve in "the most difficult year that our housebuilding division has experienced".

Pre-tax profits for the year ended June 30 tumbled from £12.9 million to £6.1 million.

Geoffrey Leigh, the chairman, said the fall was caused by the weak housing market, higher interest charges and a £1.9 million provision against

the company's land bank. However, rental income increased 21 per cent to £13.2 million as a result of new lettings and rent reviews, including the £2 million-a-year letting of the 80,000 sq ft Elstree Tower in Borehamwood.

Other pre-lettings from the group's development programme will contribute a further £0.5 million a year.

The property portfolio was valued at £220.6 million, 7 per cent lower than last year's

£236.4 million. The balance remains unchanged, with offices comprising 47 per cent, business parks, warehouse and light industrial 40 per cent, and retail warehouses 13 per cent.

The housebuilding division was hit by "severely eroded margins", though the number of units completed remained at about the same level as last year.

A final dividend of 2.45p gives a total of 3.35p, compared with last year's 3.3p.

## Salomon to buy loans of \$100m

From JOHN DURE IN NEW YORK

SALOMON Brothers is planning to buy up to \$100 million in loans from Chase Manhattan as part of the bank's plan to sell down its \$4.6 billion in highly leveraged loans.

The move is part of the growing market in highly leveraged bank debt.

The loans, once big favourites for the big American banks, are now threatening their balance sheets, but are desirable to some in the market who aim to build positions in troubled companies in an attempt to force the companies either to offer more to buy back the debt or sell assets to big debt-holders.

Salomon Brothers is negotiating to buy between \$50 million and \$100 million in loans Chase Manhattan made to Hospital Corporation of America when it went private in 1988. In turn, Salomon would hope to repack the loan in the form of a trust designed to issue new securities that would appeal to investors.

Speculation in the market suggests Chase Manhattan is planning to offload its entire highly leveraged loan book but this was denied by the bank. Chase Manhattan recently reported a third-quarter loss of \$623 million after a \$1 billion charge.

Salomon Brothers is negotiating to buy between \$50 million and \$100 million in loans Chase Manhattan made to Hospital Corporation of America when it went private in 1988. In turn, Salomon would hope to repack the loan in the form of a trust designed to issue new securities that would appeal to investors.

Salomon Brothers is negotiating to buy between \$50 million and \$100 million in loans Chase Manhattan made to Hospital Corporation of America when it went private in 1988. In turn, Salomon would hope to repack the loan in the form of a trust designed to issue new securities that would appeal to investors.

## WORLD MARKET INDICES

Index	Value	Daily chg	Yearly chg	Daily chg	Yearly chg	Daily chg	Yearly chg
The World (free)	585.0	1.1	-30.8	1.0	-22.4	0.6	-15.1
EAFE (free)	1053.8	1.6	-32.4	0.9	-27.9	-1.1	-18.2
Europe (free)	1083.6	1.6	-32.5	1.2	-28.1	-1.1	-18.3
Nth America (free)	307.8	0.4	-20.1	0.4	-16.7	-0.1	-3.4
Nth America (free)	131.2	0.3	-19.7	0.1	-16.6	-0.1	-2.9
Nth America (free)	198.2	0.2	-16.7	1.9	-9.2	1.5	2.0
Pacific (free)	2410.1	2.5	-39.2	2.0	-34.7	2.0	-26.5
Far East (free)	3500.6	2.6	-39.5	2.1	-35.5	2.1	-26.8
Australia (free)	238.8	-0.1	-31.2	-0.2	-15.8	-0.5	-16.8
Australia (free)	1374.6	0.8	-27.4	0.7	-23.1	0.2	-12.2
Belgium (free)	714.5	0.6	-27.4	0.7	-23.1	0.2	-12.2
Canada (free)	396.3	0.8	-27.4	0.7	-23.1	0.2	-12.2
Denmark (free)	1174.7	0.4	-10.8	0.6	-5.4	-0.0	-8.0
Finland (free)	63.9	0.1	-44.6	-0.1	-40.6	-0.3	-33.0
France (free)	82.4	0.6	-44.7	0.5	-40.7	0.3	-33.1
Germany (free)	605.2	-0.4	-25.2	-0.4	-20.7	-0.9	-9.5
Germany (free)	707.9	-0.5	-22.9	-0.5	-18.5	-1.0	-6.7
Hong Kong (free)	1921.3	1.7	-13.4	1.3	-4.5	1.3	4.8
Italy (free)	279.2	1.7	-27.6	1.7	-21.6	1.2	-12.4
Japan (free)	3682.9	2.6	-40.1	2.1	-36.4	2.1	-27.6
Netherlands (free)	735.4	0.6	-22.2	0.6	-18.0	0.1	-5.9
New Zealand (free)	65.6	0.7	-36.4	0.0	-24.5	0.2	-23.0
Norway (free)	1248.9	1.8	-7.0	1.3	-4.4	1.3	1



	<b>Weekly</b>		<b>Weekly.</b>		<b>Weekly</b>
	(not vol)		(not vol)		(no vol)

## FOREIGN EXCHANGES

6 male: 14-13<sup>10</sup> 12-2 male: 14-13<sup>10</sup> 3 male: 13<sup>10</sup> 2-13<sup>10</sup> 1 male: 13<sup>10</sup> 12-2 male: 14-13<sup>10</sup> 3 male: 13<sup>10</sup> 2-13<sup>10</sup>  
 6 male: 12<sup>11</sup> 11-10 8 male: 13<sup>12</sup> 12-11 12 male: 13<sup>12</sup> 11-12 12 male: 13<sup>12</sup> 11-12 12 male: 13<sup>12</sup> 11-12

Vol 3	Dec 1985	Jan 1986	Scotland (+/-)	-2.55	-70.92	+2.48
			* Estimated dead carcass weight			

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# Portfolio

## PLATINUM

From your Portfolio Platinum card check your eight share price movements on this page only. Add them up to give you the overall total and check this against the daily dividend figure. If it matches you have won outright or a share of the daily prize money. To claim your prize, follow the claim procedure on the back of your card. Always have your card available when claiming. Game rules appear on the back of your card.

No.	Company	Group	Gain or Loss
1	Griffiths	Property	
2	South West	Water	
3	Land Sec (as)	Property	
4	Barclays (as)	Banking	
5	Chancellor	Property	
6	Boon (Henry)	Building	
7	Scott & New (as)	Water	
8	Wentworth	Water	
9	BTR (as)	Industrial A-D	
10	Essex (as)	Chemicals	
11	Chubb Wireless (as)	Electronics	
12	Allied Irish	Banking	
13	Highland Dist	Beverages	
14	Br Telecom (as)	Electronics	
15	Seaford	Industrial S-Z	
16	Thames Water	Water	
17	Booker	Food	
18	Charnfield	Property	
19	Greene King	Beverages	
20	Ratners Group	Department	
21	Nitin Foods (as)	Food	
22	Multimedia	Electronics	
23	Servco Trust	Water	
24	Power Corp	Property	
25	Stannard (Wm)	Industrial S-Z	
26	Midland (as)	Banking	
27	Transport Div	Food	
28	Park Foods	Food	
29	Dunelm	Textiles	
30	General Nat	Banking	
31	Independent	Newspapers	
32	Carlton Comm	Telecom	
33	BICC (as)	Electronics	
34	Dynasties Pl (as)	Food	
35	Northumbria	Water	
36	Locom (as)	Motor	
37	Amec Pl	Transport	
38	Smiths Group	Industrial S-Z	
39	Smiths Group	Industrial S-Z	
40	Smiths Group	Industrial S-Z	
41	Smiths Group	Industrial S-Z	
42	Smiths Group	Industrial S-Z	
43	Smiths Group	Industrial S-Z	
44	Smiths Group	Industrial S-Z	
45	Smiths Group	Industrial S-Z	
46	Smiths Group	Industrial S-Z	
47	Smiths Group	Industrial S-Z	
48	Smiths Group	Industrial S-Z	
49	Smiths Group	Industrial S-Z	
50	Smiths Group	Industrial S-Z	

Please take into account any minus signs

Weekly Dividend						
Please make a note of your daily totals for the weekly dividend of £4,000 in Saturday's newspaper.						
MON	TUE	WED	THU	FRI	SAT	SUN

Two readers won yesterday's Portfolio Platinum prize. They are Mr John Keeler, of Ploegh Lane, Upper Harbledown, Kent, and Mr Ian Graver, of Aylesford Avenue, Beckenham, Kent, who share £4,000.

## BRITISH FUNDS

High	Low	Mid	Change	%	P/E
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SHORTS (Under Five Years)					
No.	Company	Price	Change	%	P/E
1	Griffiths	1.15	0.01	0.9	1.15
2	South West	1.15	0.01	0.9	1.15
3	Land Sec (as)	1.15	0.01	0.9	1.15
4	Barclays (as)	1.15	0.01	0.9	1.15
5	Chancellor	1.15	0.01	0.9	1.15
6	Boon (Henry)	1.15	0.01	0.9	1.15
7	Scott & New (as)	1.15	0.01	0.9	1.15
8	Wentworth	1.15	0.01	0.9	1.15
9	BTR (as)	1.15	0.01	0.9	1.15
10	Essex (as)	1.15	0.01	0.9	1.15
11	Chubb Wireless (as)	1.15	0.01	0.9	1.15
12	Allied Irish	1.15	0.01	0.9	1.15
13	Highland Dist	1.15	0.01	0.9	1.15
14	Br Telecom (as)	1.15	0.01	0.9	1.15
15	Seaford	1.15	0.01	0.9	1.15
16	Thames Water	1.15	0.01	0.9	1.15
17	Booker	1.15	0.01	0.9	1.15
18	Charnfield	1.15	0.01	0.9	1.15
19	Greene King	1.15	0.01	0.9	1.15
20	Ratners Group	1.15	0.01	0.9	1.15
21	Nitin Foods (as)	1.15	0.01	0.9	1.15
22	Multimedia	1.15	0.01	0.9	1.15
23	Servco Trust	1.15	0.01	0.9	1.15
24	Power Corp	1.15	0.01	0.9	1.15
25	Stannard (Wm)	1.15	0.01	0.9	1.15
26	Midland (as)	1.15	0.01	0.9	1.15
27	Transport Div	1.15	0.01	0.9	1.15
28	Park Foods	1.15	0.01	0.9	1.15
29	Dunelm	1.15	0.01	0.9	1.15
30	General Nat	1.15	0.01	0.9	1.15
31	Independent	1.15	0.01	0.9	1.15
32	Carlton Comm	1.15	0.01	0.9	1.15
33	BICC (as)	1.15	0.01	0.9	1.15
34	Dynasties Pl (as)	1.15	0.01	0.9	1.15
35	Northumbria	1.15	0.01	0.9	1.15
36	Locom (as)	1.15	0.01	0.9	1.15
37	Amec Pl	1.15	0.01	0.9	1.15
38	Smiths Group	1.15	0.01	0.9	1.15
39	Smiths Group	1.15	0.01	0.9	1.15
40	Smiths Group	1.15	0.01	0.9	1.15
41	Smiths Group	1.15	0.01	0.9	1.15
42	Smiths Group	1.15	0.01	0.9	1.15
43	Smiths Group	1.15	0.01	0.9	1.15
44	Smiths Group	1.15	0.01	0.9	1.15
45	Smiths Group	1.15	0.01	0.9	1.15
46	Smiths Group	1.15	0.01	0.9	1.15
47	Smiths Group	1.15	0.01	0.9	1.15
48	Smiths Group	1.15	0.01	0.9	1.15
49	Smiths Group	1.15	0.01	0.9	1.15
50	Smiths Group	1.15	0.01	0.9	1.15

FIVE TO FIFTEEN YEARS					
No.	Company	Price	Change	%	P/E
1	Griffiths	1.15	0.01	0.9	1.15
2	South West	1.15	0.01	0.9	1.15
3	Land Sec (as)	1.15	0.01	0.9	1.15
4	Barclays (as)	1.15	0.01	0.9	1.15
5	Chancellor	1.15	0.01	0.9	1.15
6	Boon (Henry)	1.15	0.01	0.9	1.15
7	Scott & New (as)	1.15	0.01	0.9	1.15
8	Wentworth	1.15	0.01	0.9	1.15
9	BTR (as)	1.15	0.01	0.9	1.15
10	Essex (as)	1.15	0.01	0.9	1.15
11	Chubb Wireless (as)	1.15	0.01	0.9	1.15
12	Allied Irish	1.15	0.01	0.9	1.15
13	Highland Dist	1.15	0.01	0.9	1.15
14	Br Telecom (as)	1.15	0.01	0.9	1.15
15	Seaford	1.15	0.01	0.9	1.15
16	Thames Water	1.15	0.01	0.9	1.15
17	Booker	1.15	0.01	0.9	1.15
18	Charnfield	1.15	0.01	0.9	1.15
19	Greene King	1.15	0.01	0.9	1.15
20	Ratners Group	1.15	0.01	0.9	1.15
21	Nitin Foods (as)	1.15	0.01	0.9	1.15
22	Multimedia	1.15	0.01	0.9	1.15
23	Servco Trust	1.15	0.01	0.9	1.15
24	Power Corp	1.15	0.01	0.9	1.15
25	Stannard (Wm)	1.15	0.01	0.9	1.15
26	Midland (as)	1.15	0.01	0.9	1.15
27	Transport Div	1.15	0.01	0.9	1.15
28	Park Foods	1.15	0.01	0.9	1.15
29	Dunelm	1.15	0.01	0.9	1.15
30	General Nat	1.15	0.01	0.9	1.15
31	Independent	1.15	0.01	0.9	1.15
32	Carlton Comm	1.15	0.01	0.9	1.15
33	BICC (as)	1.15	0.01	0.9	1.15
34	Dynasties Pl (as)	1.15	0.01	0.9	1.15
35	Northumbria	1.15	0.01	0.9	1.15
36	Locom (as)	1.15	0.01	0.9	1.15
37	Amec Pl	1.15	0.01	0.9	1.15
38	Smiths Group	1.15	0.01	0.9	1.15
39	Smiths Group	1.15	0.01	0.9	1.15
40	Smiths Group	1.15	0.01	0.9	1.15
41	Smiths Group	1.15	0.01	0.9	1.15
42	Smiths Group	1.15	0.01	0.9	1.15
43	Smiths Group	1.15	0.01	0.9	1.15
44	Smiths Group	1.15	0.01	0.9	1.15
45	Smiths Group	1.15	0.01	0.9	1.15
46	Smiths Group	1.15	0.01	0.9	1.15
47	Smiths Group	1.15	0.01	0.9	1.15
48	Smiths Group	1.15	0.01	0.9	1.15
49	Smiths Group	1.15	0.01	0.9	1.15
50	Smiths Group	1.15	0.01	0.9	1.15

OVER FIFTEEN YEARS					
No.	Company	Price	Change	%	P/E
1	Griffiths	1.15	0.01	0.9	1.15
2	South West	1.15	0.01	0.9	1.15
3	Land Sec (as)	1.15	0.01	0.9	1.15
4	Barclays (as)	1.15	0.01	0.9	1.15
5	Chancellor	1.15	0.01	0.9	1.15
6	Boon (Henry)	1.15	0.01	0.9	1.15
7	Scott & New (as)	1.15	0.01	0.9	1.15
8	Wentworth	1.15	0.01	0.9	1.15
9	BTR (as)	1.15	0.01	0.9	1.15
10	Essex (as)	1.15	0.01	0.9	1.15
11	Chubb Wireless (as)	1.15	0.01	0.9	1.15
12	Allied Irish	1.15	0.01	0.9	1.15
13	Highland Dist	1.15	0.01	0.9	1.15
14	Br Telecom (as)	1.15	0.01	0.9	1.15
15	Seaford	1.15	0.01	0.9	1.15
16	Thames Water	1.15	0.01	0.9	1.15
17	Booker	1.15	0.01	0.9	1.15
18	Charnfield	1.15	0.01	0.9	1.15
19	Greene King	1.15	0.01	0.9	1.15
20	Ratners Group	1.15	0.01	0.9	1.15
21	Nitin Foods (as)	1.15	0.01	0.9	1.15
22	Multimedia	1.15	0.01	0.9	1.15
23	Servco Trust	1.15	0.01	0.9	1.15
24	Power Corp	1.15	0.01	0.9	1.15
25	Stannard (Wm)	1.15	0.01	0.9	1.15
26	Midland (as)	1.15	0.01	0.9	1.15
27	Transport Div	1.15	0.01	0.9	1.15
28	Park Foods	1.15	0.01	0.9	1.15
29	Dunelm	1.15	0.01	0.9	1.15
30	General Nat	1.15	0.01	0.9	1.15
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33	BICC (as)	1.15	0.01	0.9	1.15
34	Dynasties Pl (as)	1.15	0.01	0.9	1.15
35	Northumbria	1.15	0.01	0.9	1.15
36	Locom (as)	1.15	0.01	0.9	1.15
37	Amec Pl	1.15	0.01	0.9	1.15
38	Smiths Group	1.15	0.01	0.9	1.15
39	Smiths Group	1.15	0.01	0.9	1.15
40	Smiths Group	1.15	0.01	0.9	1.15
41	Smiths Group	1.15	0.01	0.9	1.15
42	Smiths Group	1.15	0.01	0.9	1.15
43	Smiths Group	1.15	0.01	0.9	1.15
44	Smiths Group	1.15	0.01	0.9	1.15
45	Smiths Group	1.15	0.01	0.9	1.15
46	Smiths Group	1.15	0.01	0.9	1.15
47	Smiths Group	1.15	0.01	0.9	1.15
48	Smiths Group	1.15	0.01	0.9	1.15
49	Smiths Group	1.15	0.01	0.9	1.15
50	Smiths Group	1.15	0.01	0.9	1.15

124	110	Thames R.	2.2	1992	123	+%
124	103%	Thames R.	2.2	1994	121	+%
165	150%	Thames R.	2.2	1998	120	+%
134	123%	Thames R.	2.2	2001	120	+%
130	119%	Thames R.	2.2	2003	128	+%
131	122	Thames R.	2.2	2006	130	+%
123	113%	Thames R.	2.2	2009	120	+%
128	117%	Thames R.	2.2	2011	122	+%
168	97%	Thames R.	2.2	2013	105	+%
115	105%	Thames R.	2.2	2016	110	+%
112	102%	Thames R.	2.2	2020	108	+%
95	95	Thames R.	2.2	2024	99	+%



# New role in the search for unity in Europe

Italy has been accused in the past of having no foreign policy, but nobody would dare level the accusation these days. While other European countries gaze with a mixture of awe and thinly suppressed anxiety at the new Germany rising in the heart of the Continent, Italy has thrown itself with feverish energy into the task of playing an active role in the new European order.

Italy's foreign policy, long a byword for understatement and discretion, was relaunched in the summer of 1989 with the arrival of Italy's remarkable foreign minister, Gianni De Michelis. Since then, and in particular since July this year, when Italy assumed the presidency of the European Community, an active foreign policy has been visible on all fronts.

The Italian presidency has been marked by a torrent of diplomatic initiatives underlining Rome's commitment to the economic and political unity of Europe. In contrast to the United Kingdom, and indeed Germany, Italy has made no bones about its official view that its long-term aims in Europe are nothing short of complete unification.

"This is a process that Italy regards with the greatest of pleasure, and it is a process in which Italy will do all it can, now during its presidency and afterwards, to assist," is how the Italian foreign ministry, which has an unusually high profile these days, puts it.

The process will culminate in December with two important inter-governmental conferences in Rome, on political integration in the EC and economic and monetary union, which will be followed by a summit meeting. At all of them Italy will be in the chair, and it has put forward some radical ideas for consideration.

The Italian style has caused some exasperation among other EC member countries, not least those which, like Britain, are out of sympathy with Italian objectives. The criticism is that the Italians are stronger on rhetoric than practicality, and that while launching a series of far-reaching initiatives, they have not done enough to promote the less dramatic business of reaching agreement on the many contentious issues that divide the 12 member countries.

However, possibly because for historical reasons it has no strong



As the European Community faces up to some important decisions intended to bring about greater integration, Italy is playing a dynamic role. Richard Bassett explains the politics of a country that sees itself as the seat of European culture

nationalist feeling, Italy has long been a strong supporter of European integration. Italian diplomats and members of the Italian government are adamant that although there are great differences between the member states, unity can eventually be achieved. They are also convinced that Italy, as the traditional "seat of European culture", can help this process.

Italy believes that formal integration on a political and economic level among the 12 must lead to greater co-ordination in Europe's foreign policy. The dramatic events in eastern Europe last year have given a great boost to the idea that "Europe should eventually be able to speak with one voice", independently of the super-powers.

One of Italy's ideas is to merge the EC and Western European Union, the defence-orientated body to which nine of its members belong. Signor De Michelis, a socialist, sees a future Europe as an association of states committed to ideals of social democracy as well as capitalism. He has tried repeatedly to mobilise Europe's foreign ministers to act in harmony.

Unfortunately, the Gulf dispute has shown how far there is to go before the EC can act as one on an important issue. Even within the Italian government there have been differences between Signor

De Michelis and Giulio Andreotti, the prime minister, on the best approach towards the Gulf problem. Signor Andreotti makes no secret of the fact that he favours extreme caution in the Gulf, while Signor De Michelis believes Italy should be more robust in its military commitment in the area. The Italians have sent two frigates and a squadron of Tornado aircraft.

The Italians believe that events in the Gulf could influence the EC meetings in December, and that if war broke out, it could shatter hopes of a joint foreign policy. "We must hope that this summit does not take place against the background of a war which would only throw into sharp relief our differences," one of Signor De Michelis's assistants says.

At the prompting of Signor De Michelis, Italy has been active in several areas outside the EC. Faced with the imminent collapse of regimes in eastern Europe, it launched last year an initiative aimed at improving links between Austria, Hungary, Czechoslovakia, Yugoslavia and itself. This is seen as a method of strengthening regional security in an uncertain area that is prone to ethnic tensions, and as a means of creating some counterpoise to a reunified Germany.

The initiative has had some success, managing to bring the five

countries' foreign ministers regularly together in Signor De Michelis's home city of Venice.

In the Mediterranean, Italy has promoted a new security arrangement between Spain, Italy and the three Maghreb states, Algeria, Tunisia and Morocco. Known as the Conference on Security and Cooperation in the Mediterranean, the initiative was launched last month in Majorca at a meeting of the Conference on Security and Cooperation in Europe.

Another Italian initiative, in the economic field, affects the EC. The Italians have surprised many in Brussels by a proposal for what they call the 1 per cent clause. This provides that 1 per cent of the EC's combined GNP should be given to poorer countries, particularly those in eastern Europe.

The 1 per cent idea stems from Italy's belief that with the falling of customs barriers in 1992, the countries of the EC will be much wealthier. With that surplus wealth, they should be able to help other countries less fortunate.

"We want a gentlemen's agreement among the 12, as clearly some countries can contribute more than others," Dr Stefano Parisi, the chief economic adviser to Signor De Michelis, says.

Italy is also calling for the creation of a Mediterranean bank to help the poorer states of the Mediterranean. Dr Parisi sees this as being similar to a European bank for the reconstruction of eastern Europe, but turned towards the Mediterranean. "We believe regional banks can work more powerfully in this region, which has such great problems," he says.

This high-profile foreign policy has inevitably suffered from the flare-up in the Gulf. Many admirers of Signor De Michelis believe the timing of Italy's presidency has been unfortunate because of the greater crisis in the Middle East. But at the Farnesina, Italy's foreign ministry, diplomats express a quiet satisfaction at their country's more active diplomacy.

Internally, Italy remains a country of contrasts that are greater perhaps than anywhere else in Europe. The economic dynamism of northern Italy is illustrated by the announcement, made within hours of German reunification, of a significant deal between Fiat, the car-maker, and the French Compagnie Générale d'Electricité,



The Trevi fountain: the wealth of culture makes Italy for many Europe's most agreeable country

a large company that markets electrical goods, from batteries to railways.

After a five-year boom that has enriched Italy enormously, raising average monthly incomes to nearly a million lire (£500), and many white-collar incomes to as much as four times that amount, prosperity appears to have taken firm root in the northern and central parts of the country.

But in the south there is still much poverty. According to the Istituto Nazionale di Statistica (Istat), nearly 1 per cent of the population in the south earns less than £200 a year. Between Naples

and Sicily, poverty is still alarmingly visible. In Naples, the optimism of the Eighties has vanished in the face of rising crime and increasing social tensions.

Despite the cultural wealth and civilisation of what is for many north Europeans the most agreeable country in Europe, these contrasts are disturbing. Parts of Italy remain in the grip of the mafia and similar organisations, which have shown that they have no scruples over murdering or kidnapping children.

Another area of conflict that has made Italians think carefully about their values has been the

arrival, thanks to the most liberal immigration laws in Europe, of thousands of Senegalese, Eritreans and others. In Florence, the Renaissance home of humanism, their presence angered local traders to such an extent that the police authorities banned the immigrants, with the trickles that they sell to earn a living, from the cathedral square.

The problem is not limited to Florence. Italians have discovered through a series of grisly murders that they, too, are capable of some of the racist feelings they thought exclusively the prerogative of northern Europeans.

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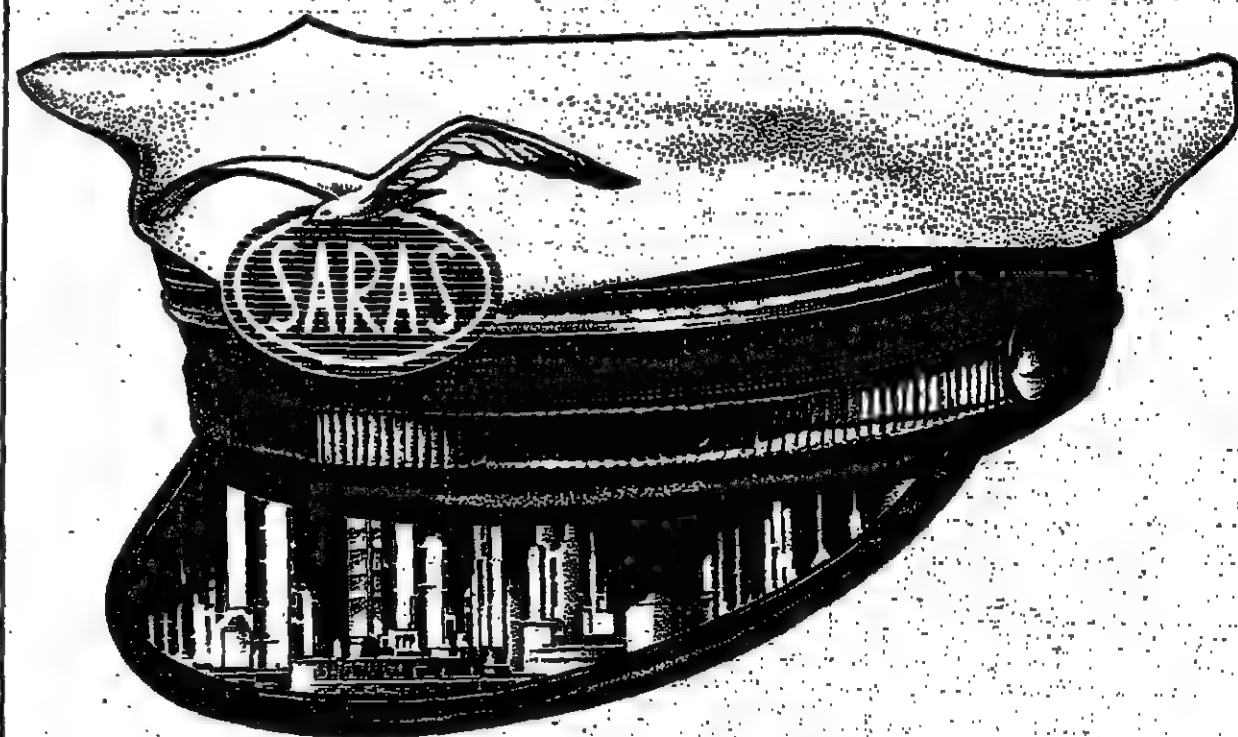
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# A leader sympathetic to the British vision

In a country that loves to lampoon its politicians, the Italian president, Francesco Cossiga, is a rarity. Few more wounding forms of political satire exist than the long, floppy Italian build for Silvio Berlusconi. At the seaside resort of Viareggio this year, Giulio Andreotti, the prime minister, was parodied as an octopus 20 ft high with tentacles reaching into murky corners of the realm.

Signor Cossiga, by contrast, receives gentle treatment. Even Italian comedians have done little worse than poke fun at his Sardinian accent. If the Italians respect their president, a silver-haired constitutional lawyer, aged 82, it is not because he is head of state, nor has it much to do with his two terms as prime minister. It is partly because he has been outspoken in the fight against the mafia, using previously obsolete presidential powers to shake up Italy's slow-moving bicameral parliament.

More fundamentally, Signor Cossiga is seen as the Mr Clean of the Christian Democrats, a party which has not been improved by its 45 years in office.

His reputation for uprightness stems from 1978 when he was interior minister. Rather than pass on the blame for the failure of the security forces to prevent the assassination of Aldo Moro, the then prime minister, he accepted personal responsibility and resigned.

Until recently, he seemed reserved, especially compared with Sandro Pertini, his better-known presidential predecessor. However, in the past nine months his office, on top of one of Rome's seven hills, an orange-washed palace guarded by officers with plumed helmets and swords in silver scabbards, has been rarely out of the news.

After five years of almost silence, Signor Cossiga has begun speaking out, chiding the judiciary, spurring the two houses of parliament to pass more effective anti-mafia laws, implying that the Andreotti government was not doing enough.

In an attempt not to appear partial, he also attacked Signor Andreotti's arch-critic, Leonardo Orlandi, a former mayor of Palermo and a senior figure of the Christian Democrats' left wing. When told that the British thought the mafia was growing stronger and spreading north, Signor Cossiga said: "It is a just impression."

He seemed pained when asked why he had changed, claiming that he was outspoken whenever people gave him a chance. He says he has no intention of standing for a second term and he is becoming less inhibited by the constraints of office.

"I pretend to talk about history," he says. "I pretend to talk about culture. (But really) I'm talking politics." Signor Cossiga has 22 months of a seven-year term to run: no other Italian politician can be sure of remaining in office that long. The coalition would probably have fallen apart months ago if it was not for Italy's six-month term as president of the European Community. Many expect a government crisis next year.

A state visit to Britain was to have taken place in November 1987, but Signor Cossiga cancelled it at a few days' notice when the Liberal party quit the coalition. Amid dismay in both countries, questions were asked about his steadiness under pressure.

The present visit could scarcely be better timed. Britain and Italy find themselves poles apart on momentous EC issues at a time when Italy is its president. A state visit is never an occasion for negotiations, but it may prove one for improving understanding, as Signor Cossiga is to address a joint meeting of the Houses of Parliament.

The issues at stake are the most important since Britain joined the EC in 1973. Although the British government's policy is to resist further European integration, nobody outside Britain believes it will succeed. Margaret Thatcher's opposition will probably not be enough to prevent important steps being agreed to at an inter-governmental conference that begins in Rome in December.

Another conference will deal with further steps towards monetary union, which Mrs Thatcher also opposes. In the past, she opposed the Single European Act, which allows for majority voting on some issues, and British entry to the European Exchange Rate Mechanism, but eventually allowed herself to be

persuaded otherwise. She was also against the holding of both conferences, but was outvoted.

What European union means has yet to be defined, but the Italian government has put forward some radical ideas. If fully implemented, responsibility for important aspects of defence, foreign policy, education and health would be transferred from the member national governments to the EC. Britain and France would give up their permanent seats on the United Nations Security Council in favour of the EC and Japan. Rome has not described this as laying the groundwork for a federation, but it could have that effect.

No Italian, perhaps no continental European leader, is better placed to understand Britain's hesitation than Signor Cossiga. As a student of British constitutional history, an honorary fellow of Oriel College, Oxford, and a sincere Anglophile, he can make sense of Britain's doubts. Some have wondered whether a Christian Democrat of his moderation could support the highly ambitious, some would say unrealistic, proposals put forward by Gianni De Michelis, the Italian foreign minister.

Before meeting Signor Cossiga, I was advised that he would be unable to depart from his government's line, but might use historical allusions to hint at other views. As it turned out, he did draw on his knowledge of history, but to the opposite effect, showing himself to be at least as committed a European as Signor De Michelis.

After an hour of patiently discussing Britain's fears of union, he remarked that such an interview would be incomprehensible to Italians. No one would be able to understand the British ideas that state sovereignty, national identity, parliamentary institutions and civil liberty were inextricably linked.

He began by looking back 45 years. Immediately after the second world war, continental Europe was devastated, protected by the United States, threatened by the Soviet Union and at risk of being squeezed between the two. Political union was conceived as a way of overcoming enmity between France and Germany and improving European security. Economic union was a necessity, and a step towards political union.

"The idea of political unity did not have great resonance in the UK for two reasons," he says. The first was the linkage in the British mind between institutions and concepts, which continental Europeans would see as unconnected.

"The loss of national sovereignty is felt by some of the English as a wound to the national identity and to freedom because Parliament [is seen as] the biggest guarantor of the citizen's freedom."

The second cause was that Britain, as the hub of the Commonwealth, had never felt squeezed between the superpowers as had other European countries.

Since the removal of the Iron Curtain, a more imaginative approach to political union has become necessary. "We have to re-invent political union, but an authentic Europe cannot exist without England because of the part the UK has played in our cultural history."

"In the 15th or 16th century, a Londoner in Chelsea (where Sir Thomas More lived) would not have thought it relevant that Desiderius Erasmus was Dutch, nor would a Dutchman have cared that Sir Thomas was English. They had the same culture, they spoke the same common language, Latin and Greek."

Signor Cossiga might have added that, until 1534 when Henry VIII rejected the authority of Rome, there would have been no religious barrier. British religious history is his forte. He has a special interest in Cardinal Newman, who was an Anglican priest before converting to Catholicism in 1845.

We returned to the subject of political union, which he

sumner protection stems from the EC internal market.

"These three things... are consequences of decisions already taken." The EC officially has no defence policy, partly because the Republic of Ireland is neutral, but Signor Cossiga says it is impossible to continue with the distinction between the EC, the WEU and the North Atlantic Treaty Organisation (Nato), given that to a great extent they overlap.

"What sense is there in pretending that the EC is not involved in defence?" he asks. Italy has also suggested that EC countries develop a joint foreign policy. The EC already has a foreign policy co-operation system, but he attacks this. "It works very badly; at present it hardly works at all."

Mrs Thatcher has sought to deflect pressure for political union by suggesting that EC membership should be open as soon as possible to eastern European countries.

Signor Cossiga implicitly dismissed this by saying that, in the short term, the integration of eastern Europe is "unthinkable," partly because it could make the Soviet Union feel isolated.



A rarity in Italy: Francesco Cossiga, known by his constituents as Mr Clean, is a politician always treated with respect

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# Prospect of alliance challenges Andreotti

The communists' adoption of a new style could herald a shake-up in the political system. Richard Bassett reports

Politics in Italy seem set for a shake-up in the next few months after more than four decades of relative stability in the seemingly unchanging fabric of the country's political life. Despite the terrorism of the Seventies, the Red Brigades, and governments that come and go with almost as much frequency as Verdi operas at La Scala, no party in Europe, with the exception of Albania's communists, has held uninterrupted power for so long since the war as have Italy's Christian Democrats.

Giulio Andreotti, the head of the government, is a figure whose presence on the political scene stretches back to the late Forties. Moulded by a common fear of the communists, Christian Democrats from both the right and left of their party have stuck together successfully for the past 40 years bound by a single aim: denying power to the communists.

However, the dramatic collapse

of communism in eastern Europe threatens to redraw the traditional rules of political engagement in Italy. The Italian Communist Party, the largest communist party in western Europe, changed its name this month, after much soul-searching, to the Democratic Party of the Left, although its new emblem, an oak tree, incorporates the old communist symbols of hammer and sickle, red flag and five-pointed star.

Achille Occhetto, the leader, insists the change is not superficial but heralds a new, far-reaching re-examination of party values. "We must think nationally, not federally," he says. "We must re-examine all our most fundamental principles in the light of the dramatic changes sweeping Europe."

The former communists are the most powerful opposition party, and their strategy has a great influence on the other opposition groups of the left, in particular the

Socialist Party, at present part of Signor Andreotti's coalition government.

Signor Occhetto has made no secret of his desire to expand the base of his party to make it attractive to the socialists. By persuading his party to adopt the oak tree as its new symbol, he has carried his battle for support into the heart of the socialist camp. The symbol used to be the badge of the socialists.

Although the socialists have tried to keep the communists at arm's length during the past year, the temptation eventually to join forces and break finally the Christian Democrats' years of rule grows stronger.

At present, the socialists have a high profile in Signor Andreotti's government, so the temptation may have to wait until new elections. Meanwhile, the socialist party leaders, nervous about these developments, have discussed new symbols, new mottos and new names for their own party.

Elections appear imminent, probably next spring. Earlier last summer, a group of Signor Andreotti's ministers, all on the left of his Christian Democratic Party, resigned. The government survived on a vote of confidence, but the shock waves were felt by all the government's offices and supporters. Signor Andreotti reaffirmed earlier this month that his government intended to continue to govern indefinitely.

Although Italy's political wranglings are followed carefully by the political class and the country's newspapers, they continue to leave most of the country's inhabitants detached and cynical. Professor Giorgio Petta, a leading political analyst, says: "The country is run by a political class which, through politics, sometimes achieves considerable wealth." Allegations of corruption continue, however, to be denied.

Italian politicians can examine, analyse and advance their arguments and other abstract issues for hours on end. This does little to endear them to the electorate, but remains the envy of politicians throughout northern Europe.



Giulio Andreotti: a political presence since the late Forties



A familiar sight in many city streets in Italy. The poverty of the immigrants, however, often belies high educational qualifications

## Land of hope lures the poor

Immigrants arrive daily, hoping for work and homes. They now number more than a million

until the end of June, to register legally. Political refugees, states with state assistance is now available to all immigrants, not as until now, only to socialist-bloc refugees. Entry is refused to any who are convicted of drug charges, mafia-connected crimes or who have terrorist connections. Vises are required from countries which themselves demand visas.

The Martelli law, named after its author, Claudio Martelli, the socialist deputy prime minister, was conceived with the realisation that most of Italy's new immigrants are from the Third World, and many of them are afraid to approach Italian authorities for permits and working papers.

Once established in Italy, immigrants have created their own survival network in the absence of state-run structures. Casual labour groups are formed, street-vendor communities abound and, if all else fails, they can always join the

car-window washing brigade at traffic lights.

There is growing awareness that not all immigrant labourers are uneducated, illiterate members of the lower social orders. A government-sponsored survey by the independent Centre for Social Studies (Censis) with a sample of 1,525 interviewees from 16 countries, most of them Third World immigrants, showed that most immigrants have some form of higher education, few are illiterate and most are attracted by Italy's image as a country of some wealth. Carla Colicelli, of the Censis immigration study centre, says: "There is much diversity between students, workers who want to make Italy their home, seasonal workers, and those waiting for visas to other countries."

Some common factors emerged. There is discontent among immigrants who cannot find good housing, now a problem in big Italian cities such as Milan, Turin

and Rome, where community living for immigrants is the norm. Rome is home to more than 40,000 immigrants. Egyptians, Filipinos and Moroccans are the most numerous, but Somalis, Sri Lankans and Pakistanis are catching up.

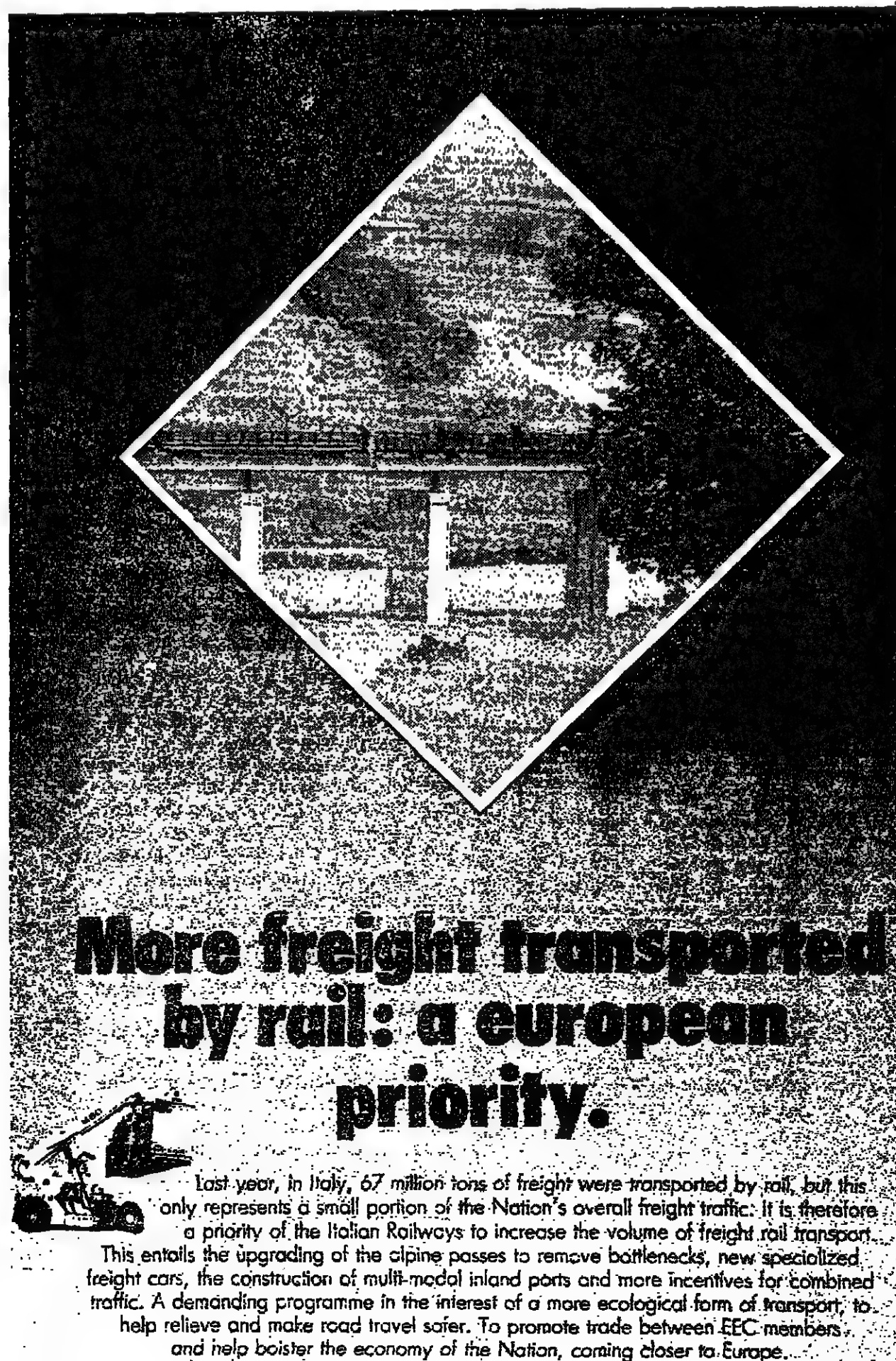
Despite press reports on incidents of racism, the Censis survey revealed a general contentment with the way Italian society has accepted immigrants. Most cities with an immigrant population have associations or politically-run organisations offering social and medical assistance. Foremost among them, although on opposite ends of the ideological spectrum, are Caritas, the Roman Catholic charity, whose offices and canteens in Rome offer food and social welfare, and CGIL, the left-wing trade union confederation, which offers help in finding work with legal pay and benefits.

Many of the less-educated immigrants, however, end up with casual or seasonal work found through the immigrant grapevine. For instance, the late summer will see thousands of African workers living in tent cities around the Neapolitan suburbs during the tomato-picking season.

Northern Italy attracts industrial workers, builders and domestic workers.

More than half of Italy's immigrants are Muslims. A sign of the times is a new mosque and Islamic study centre, nestled in a Roman suburb.

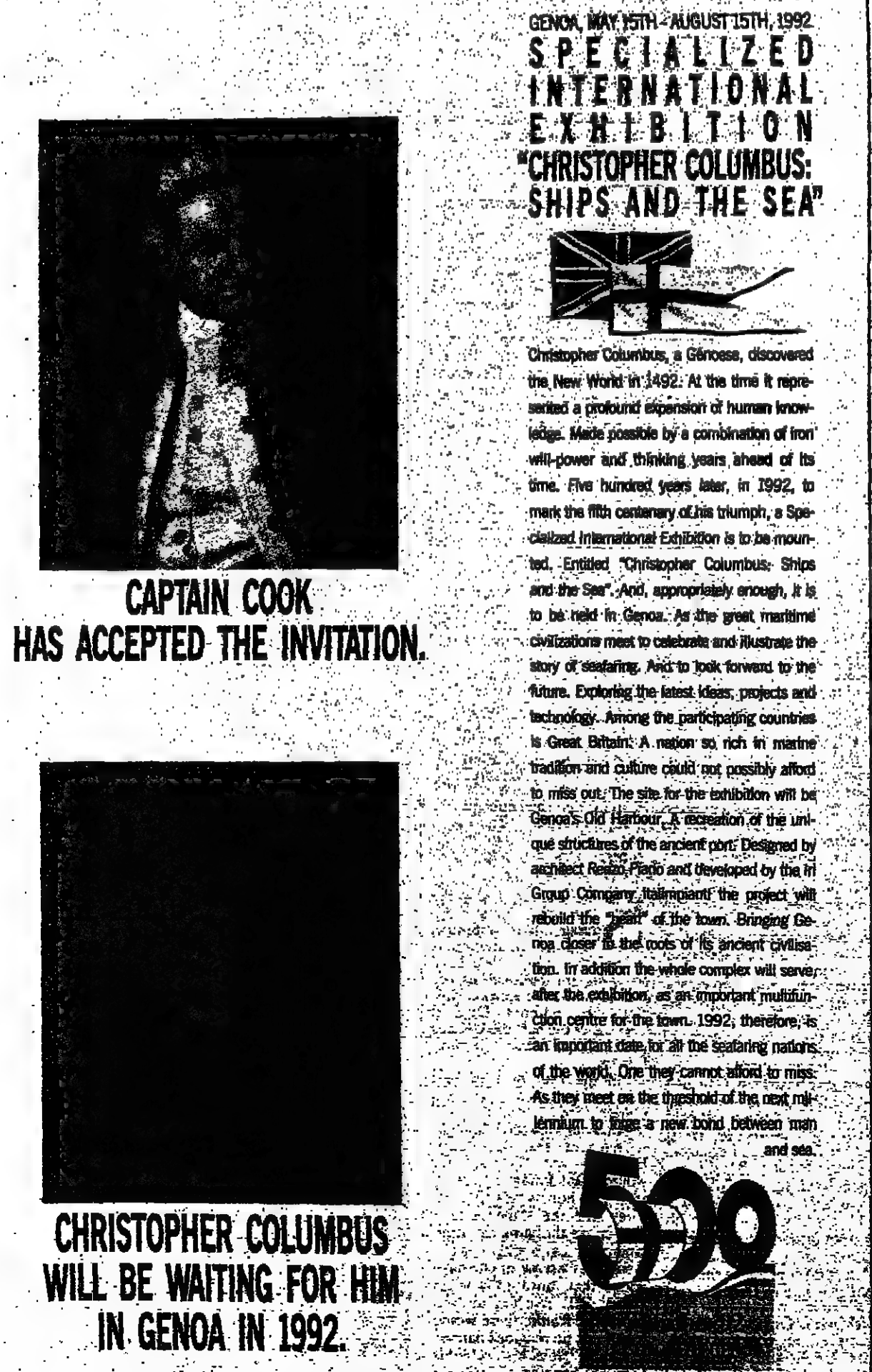
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Last year, in Italy, 67 million tons of freight were transported by rail, but this only represents a small portion of the Nation's overall freight traffic. It is therefore a priority of the Italian Railways to increase the volume of freight rail transport. This entails the upgrading of the alpine passes to remove bottlenecks, new specialized freight cars, the construction of multi-modal inland ports and more incentives for combined traffic. A demanding programme in the interest of a more ecological form of transport, to help relieve and make road travel safer. To promote trade between EEC members and help bolster the economy of the Nation, coming closer to Europe.

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**CHRISTOPHER COLUMBUS WILL BE WAITING FOR HIM IN GENOA IN 1992.**

COLUMBUS 992  
THE PHOTOGRAPH OF THE SEA MEET IN GENOA



# Euphoria fades as debt rises

Recession has not arrived, yet. Growing problems, worsened by the Gulf dispute, are leading to pessimism, Paul Bompard says

The wild euphoria of Italy's economic boom of the early Eighties is only a distant memory. The optimism later in the decade was tempered by the country's failure to solve basic social and economic problems. Now, as a slowdown in economic growth is being felt, the Gulf dispute and the rise in oil prices have come as a further hindrance to a nation which has to import most of its energy, and several years ago decided to eliminate nuclear power.

As yet, there is no recession, but optimism has given way to a wait-and-see attitude, just short of open pessimism. On an emotional level, the fact that the Milan stock market has dropped almost 20 per cent since the beginning of 1990 indicates a widespread uncertainty.

In the second three months of this year, the gross domestic product grew by only 1.9 per cent compared with the same period in 1989, while it had grown by 3 per cent in the first three months of 1990 compared with the same 1989 period. The competitiveness of Italian manufactured goods on the international markets is now less than before. "In the medium term, we hope that the effects of higher oil prices will not be over-amplified," Giulio De Capraris, a senior analyst of Confindustria, the Italian industrialists' association, says.

"If prices level out at \$30 or \$35 a barrel there should be no serious effects. As in other industrialised nations, the energy factor is a smaller proportion of GDP than it was ten or 20 years ago. But if oil shoots up to, say, \$80 and stays there, there is no telling what could happen."

Sergio De Nardis, a Confindustria import-export analyst, says: "In 1989, Italian goods lost more than 3 per cent in the international competitiveness index. In the last three months of 1989, exports grew by 6.8 per cent compared with the same period a

year before. In the second three months of 1990, they grew by only 4.7 per cent."

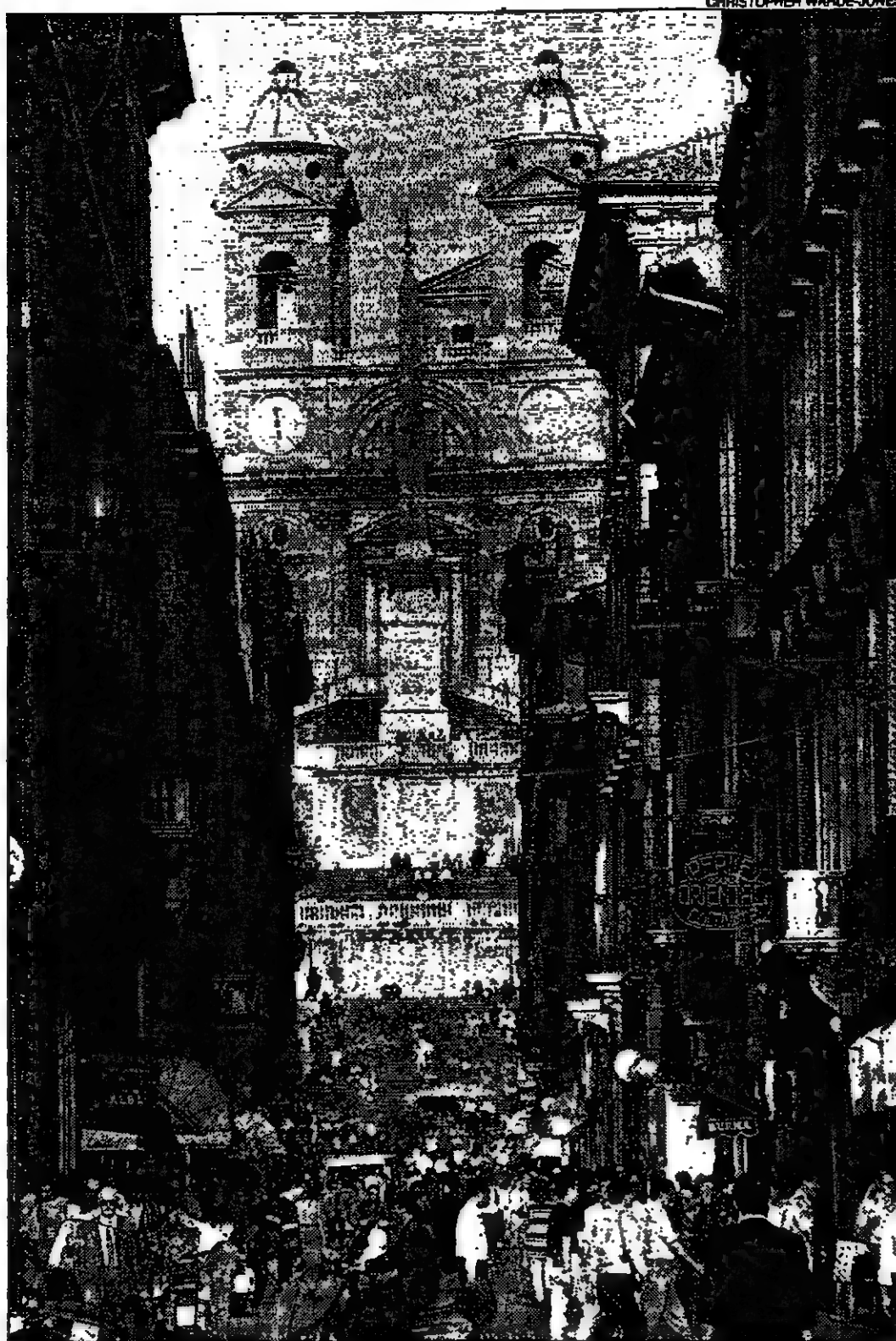
In the same period, imports of manufactured goods were increasing steadily. The sectors suffering most are textiles, fashion and mechanical industries, all mainstays of the economy. At the same time, two chronic illnesses of the Italian economy continued to defeat all attempts to bring them under control: the national debt, and the division between a rich and efficient north and a poor and inefficient south.

The national debt has reached 1,290,000 billion lire (£570 billion), almost the same as a year's GDP. State spending is 51 per cent of the GDP, the highest of the world's industrialised nations. In recent years, the annual budget deficit has been about 10 per cent of GDP.

The government has just presented a package of financial legislation to correct the situation but, in the most optimistic hypothesis, it will serve only to slow down the increase of the accumulated debt. "The idea is to cut spending and increase taxes for a total value of 50,000 billion lire," says Giorgio Gomel, a senior economist of the Bank of Italy. "This should hold next year's budget deficit down to 140,000 billion lire."

There are also plans to sell some of the state's belongings and to privatise certain services. However, the complications and political wrangling involved are easily imagined. Italians will meanwhile continue to pay too much for shoddy and over-staffed services which, to a great extent, were conceived and developed as politically motivated job reservoirs.

The problems of the Mezzogiorno, Italy's depressed southern half, are as old as Italy itself and have resisted years of expensive attempts to solve them. Organised crime and political corruption have spread their roots



Stylish shops in Rome's Via dei Condotti suggest wealth, but economic problems are increasing

wider and deeper. Last month President Cossiga warned that "there are entire areas of the national territory which are not controlled by the state".

The usual medicine is to invest taxpayers' money in public works and industry in the depressed areas. But these investments are aimed at artificially creating jobs, and have usually failed to answer the market's real needs. A growing school of thought contends that it

might be better to leave the south to itself, in the hope that market forces will prevail.

Giuseppe Tullio, the professor of political economics at Cagliari University, and until recently an economic adviser to the European Commission in Brussels, says: "Putting large amounts of public money into the south favours corruption and mafias. Often this money is used for projects that are useful only to those who buy votes

with them. At the same time, labour costs are kept high by these investments, and by labour laws and contracts that do not allow differences in wages from one area of Italy to another."

Despite the problems, the economy continues with few firm signs of a serious crisis. Italy, after all, has in the past demonstrated an amazing great capacity for recovery and adapting to new situations.

## Soap opera of the squabbling giants

Five groups have long dominated the industrial scene



Berlusconi: media interests

A small number of large groups dominates Italian industry. Some people talk about "the usual four", as Bettino Craxi, secretary of the Socialist party, did recently. "Those who play the tune are well known," he said.

Signor Craxi refrained from identifying "the usual four", but a study this autumn by the merchant bank Mediobanca listed five as being among the first ten private and public industrial groups: Fiat (led by Giovanni Agnelli), Ferruzzi (Raul Gardini), Pirelli (Leopoldo Pirelli), Olivetti (Carlo De Benedetti) and Fininvest (Silvio Berlusconi).

Such groups dominate in an economy otherwise characterised by thousands of small businesses. Despite impending recession, the groups continue to hunt and fight.

While Mediobanca puts the state holding corporation IRI (Istituto per la Ricostruzione Industriale) in first place, immediately behind comes the Fiat group. Recently, it has beaten a German consortium under Daimler-Benz to take over Enasa, Spain's leading maker of lorries and buses, and has forged a wide-ranging alliance with France's CGE.

A whiff of soap opera scandal enveloped the Agnelli family when the chairman's son, Edoardo, was arrested in Kenya on drug charges. But, after several weeks of suspense, the scandal subsided with his court acquittal.

The Agnellis nevertheless have this year escaped drama such as has surrounded the battle for Mondadori, Italy's biggest publisher. One challenger was Signor Berlusconi, who once admitted belonging to the underground P2 masonic lodge and who already has the three biggest private television networks, as well as television interests in France and Spain, plus a construction, films, advertising, retailing and insurance empire.

Opposed to him in the Mondadori battle was Signor De Benedetti, whose interests, besides Olivetti, range from engineering and car components to banking and fashion. Signor De Benedetti has had his reverses, notably an attempt on Belgium's Société Générale. In January, he appeared defeated again when Signor Ber-

lusconi outmanoeuvred him to win control of Mondadori. But by July Signor De Benedetti, backed by a court decision over ownership of certain share packages, had turned the tables and forced Signor Berlusconi to resign.

Another poker game has been going on over Enimont, formed in 1988 by the state-owned ENI and Montedison, part of Gardini's Ferruzzi group, merging their petrochemical subsidiaries. ENI has since had two chairmen and the government two ministers for state industry. ENI's policy has seemed confused.

The original understanding was to run Enimont in public-private partnership, with each holding 40 per cent of the shares and the remaining 20 per cent distributed among small shareholders. But Signor Gardini, a blunt businessman by Italian standards, knows what he wants, even if he has not always got it. He clearly wanted Enimont, and threw a hesitating government into a tizzy by mustering a group of friendly shareholders to win more than 50 per cent. Last month, he withdrew the Ferruzzi-Montedison group accounts from one of its main bankers, Banca Commerciale Italiana, which is state-owned, claiming it was not impartial.

Enimont's losses meanwhile mounted. At last, both partners accepted that the Enimont marriage would not work and decided on divorce. Signor Gardini, who is, in any case, reorganising his chemical and farming interests under Montedison, has a vision of a chemical industry that respects the environment.

Pirelli, the tyre and cable maker, announced in September an unfriendly bid for Continental of West Germany. Continental parried the bid, but the world tyre market is doing so badly that analysts believe the two will be forced to collaborate.

JOHN EARLE

## OUR MARTINI IS ROSSO



on the rocks or with tonic

MARTINI



The names of top fashion designers are being harnessed to launch an attack on the mass market, Liz Smith writes

CHRISTOPHER MOORE

## Businessmen sew up designer labels

Designers ruled the fashion world in the Eighties. In the Nineties the fashion business, and the fate of those same designers, is dictated by a new breed of fashion tycoon. For more than a decade the harnessing of industry to design talent has been the successful key to the Made in Italy label.

Giorgio Armani, Gianni Versace and Valentino are names recognised around the world, all empires with a turnover of between £128 million and £153 million a year. The MaxMara group of 18 more mass-market labels turns over an impressive £320 million a year at retail. Credit is rightly shared with the entrepreneurs who control the high-fashion assembly lines.

While dark-suited businessmen sitting in the front rows at Paris fashion shows are a recent phenomenon, a handful of names have held power in the Italian fashion industry for two decades, and the names of Armani and Valentino are not among them.

Any discussion about the Made in Italy label begins and ends with Marco Rivetti, the chairman of Gruppo Finanziario Tessile (GFT) and the godfather of Italian fashion. GFT has been built up since the Twenties by his father and uncle, Franco and Pier Giorgio Rivetti respectively, around a group of simple tailoring workrooms established in Turin 100 years ago. GFT is today the biggest manufacturer of designer clothes in the world, with sales in 1989 of £5.5 million.

The company is responsible for producing the ready-to-wear lines of designers such as Ungaro, Claude Montana, Louis Feraud, Dior and Cardin, as well as launching the global thrust of Italy's big names, Valentino and Armani. The group operates a network of 36 subsidiary companies worldwide, 17 of them in Italy, and a distribution network covering more than 70 countries.

It was considered a coup for the British design team of Graham Fraser and Richard Nott of the Workers For Freedom label when GFT signed them up to produce their designs in the United States. With a £1 million turnover,

Workers is a mere minnow in the GFT pond, but the label is considered more bankable after the endorsement of the deal.

"Only the best can survive in fashion in the Nineties," Signor Rivetti says. The partnership between designer and fashion entrepreneur must continue, he believes, but designer labels must evolve into more commercial brands, with retail prices and royalties to the designers pegged to realistic levels. "The boom of the Eighties will never be repeated," he says.

Pietro Marzotto, the president of one of Europe's biggest textile companies, is Italy's maestro of cloth and cut. The mile-long factory owned by his 150-year-old family company in Valdagno, near Venice, uses 4 per cent of Australia's wool clip each year.

Having built a reputation as a manufacturer of traditional menswear, Signor Marzotto moved into the designer market, signing up luxury labels such as Missoni, Biagiotti and Ferré. Britain, to its shame, in spite of its own tradition of weaving fine wool worsteds, is the company's single largest importer of textiles, with Marzotto cloth ending up as jackets from Next and Marks & Spencer. "We have an excellent balance between quality and cost," he says.

Donatella Girombelli is the president of Genny Moda, one of Italy's largest privately owned fashion manufacturing groups,



Luigi Maramotti takes risks

producing from its Ancona headquarters the internationally successful Byblos, Complice and Malisy lines as well as the high-fashion Genny collection. It was Signora Girombelli who, on the death of her husband, Arnaldo, ten years ago, stepped in to run his company and expand it to its present strength with a turnover in excess of £200 million.

"It is not enough these days to make beautiful clothes," Signora Girombelli says. "You must interpret what the market needs and change with it. As a woman, I have the experience to channel the designers towards what women want."

The Maramottis of Reggio Emilia, southeast of Milan, are the unassuming family who have given only the first two syllables of their name to Italy's largest women's ready-to-wear manufacturing company, MaxMara. The company was established in 1951 by Achille Maramotti, now aged 63, who runs the expanding empire with help from his three children. The eldest son, Luigi, aged 33, is vice-chairman, making decisions on marketing, production and expansion. The company fills a gap in the market, whenever one appears, by opening shops or concessions within stores.

All of the group's 18 labels are sharply targeted. As well as MaxMara there is a high-fashion line, Sportmax, and more casual Weekend, I Blues and Blues Club. Marella is the less expensive range; Penny Black the most youthful. A line created for larger sizes was given the name of the clan matriarch, Achille's dressmaker mother, Marina Rinaldi.

Luigi Maramotti says: "The reason for our success is that we control everything, from production through distribution to the customer in our own shops. We get to know our market and respond to it day to day. All our energies are concentrated on our own production. We even produce our own linen. We take risks. We are flexible. We are prepared to experiment with new designs."



Elbowing the opposition: the Genny collection by Girombelli

## Time decays world's finest art storehouse

The government is trying to save a priceless cultural heritage by wooing private investors

According to Unesco estimates, Italy has about 40 per cent of the world's recognised works of art and historic buildings. The Greeks, Etruscans, Ancient Romans, medieval and Renaissance princes, popes, kings and emperors have left a permanent architectural or artistic mark.

The Italian government finds it difficult not just to maintain and restore this vast heritage, but also to keep track of what there is. The ministry for cultural wealth has no single catalogue listing everything of historical interest in Italy.

Restoration and maintenance present two problems: obtaining finance, and organising the work nationally and effectively. The ministry has a tiny budget, almost all of which goes on paying employees. Important restorations are usually financed by the government year to year. There is no way of knowing how much money will be available for the future. Often, restorations are financed by the state with private sponsors.

Luigi Covatta, the under-secretary at the cultural wealth ministry, says: "It is impossible to programme restorations over a period of years. One year we may have 1,200 billion lire (£500 million) and the next nothing at all. Also, our projects have to compete for finance with other public works, and the bureaucracy involved is so cumbersome that often it is difficult actually to spend the money earmarked. We would like to have a more or less certain sum each year, to plan restorations over the long term. Some of these projects take years."

Signor Covatta favours private sponsorship, "but I would like to involve private companies directly in the actual restoration and subsequently in the management and running of monuments and museums and their relative services". He is promoting a Chart of Risks which should produce a computerised archive of all principal monuments and works of art, and the various structural and environmental risks to which they are exposed.

Despite the apparent disorganisation, a number of important restorations have taken place recently. The most famous, now almost finished, is that of the Trevi fountain in Rome. Centuries of grime have been removed and the stone has been carefully replaced and strengthened.

In Parma, the baptistry with its statues has been restored, as have the frescos by Correggio in the church of San Giovanni.

In Mantua, after the restoration of Giulio Romano's *Camera degli Sposi* in the ducal palace, the Palazzo Te and its frescos, also by Romano, have been renovated.

Another important recent restoration is the Cappella Brancacci in Florence, with frescos by Masaccio, inaugurated this summer. In the Vatican the controversial restoration of Michelangelo's frescos in the Sistine Chapel has been almost completed, except for the *Last Judgement*.

Giovanni Urbani is one of Italy's foremost restoration authorities. Until 1984 he directed the Central Restoration Institute in Rome, and now, in addition to a variety of consultancies, he edits a magazine on restoration and conservation. "The main problem in Italy is that things are generally done when there is some sort of emergency, when part of a building collapses, for instance," he says.

"What is needed is an overall plan, a programme, as well as more research."

Nevertheless, he is confident that Italy can still boast the world's best restorers. "The technical qualities of restorers have improved a great deal," he says. "Today, we can count on a group of very serious and highly skilled professionals, those who studied restoration in the two state institutes in Rome and Florence."

It is probable that, however much money, energy and organisation is put into restoration in Italy, there will always be a backlog of things that need to be done. "Just look around. Everywhere you can see things which are dirty or damaged," Signor Urbani says. "There is no point in running desperately after a single monument. What is needed is technical and cultural growth throughout the entire sector."

PAUL BOMFARD

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Cup of cheer: wine-tasting in Val d'Aosta and bringing in the harvest in Frascati. Many parts of Italy now make quality wines



CHRISTOPHER WARDE-JONES

## Nation looks to greens as rivers turn brown

A look at the ecological map of Europe shows that the blue Italian skies are somewhat smudged with murky clouds. The deep blue Mediterranean frequently turns sludge brown, awash with refuse.

Along with other industrialised countries, the cost to Italy of progress has often been land-scarring industries and pollution from unscrupulous farming methods. Raising public consciousness is hard work in the unprofitable business of fighting pollution.

However, the wheels of government and public opinion are beginning to grind. Since its birth in 1983, the environment ministry has grown from an image-booster for Italy's government to an authoritative, if not powerful or wealthy, ministry, bringing the disastrous state of Italy's environment to the attention of the nation's government and politicians. The ministry's most recent accomplishment has been to promote a three-year environmental programme, which has a budget of almost 12,000 billion lire (£6 billion) for 1989-91. This will help pay for, among other things, the cleaning of Italy's seas and rivers, reducing urban smog and noise, activating anti-pollution plans for specific areas, such as the Arno and Po valleys and the Venetian lagoon, and increasing industrial waste-disposal units.

Italy has good anti-pollution laws and the means to carry them out, but there is no guarantee they will be applied. There are, for instance, 1,580 waste-purifying plants throughout the country, but only half of them work.

Building and urban planning laws are continually flouted and the Environment League, an independent ecological organisation, has calculated that, if building continues at the present rate, in 15 years the entire surface of Italy will be covered in brick and cement. The annual per capita consumption of cement is now 800 kilos, three times that in the United States, Britain or Germany.

Central and local governments are being spurred into action by some bleak symptoms. Last year's sudden appearance of evil-smelling algae along the Adriatic coast provoked the government to provide funds to investigate the cause and clean up the consequences.

"Our ecological problems are all interconnected," Roberto della Seta, an Environment League ecologist, says. "The algae are the result of waste disposal from the

There is a political, as well as monetary, price to pay for a clean environment

Po river, where industrial waste but, above all, agricultural pesticides and chemical fertilisers and sewage have been floating down the river for years."

The controversial odyssey of the Karin B, the cargo ship laden with toxic waste, from one Italian port to another two years ago showed up the disgraceful lack of laws governing dangerous waste disposal in Italy — and the rest of Europe.

A good many of Italy's ecological problems could be solved by



Polluted waters: the River Po

simple citizen awareness, according to experts. Teach people that most rubbish can be recycled, convince them that "green" petrol, used with the appropriate exhaust fume system, will cut down on city smog, that city pesticides at present used on Italian fruit and vegetables may kill insects but can damage people too, and we are on the way to a cleaner environment, members of the Environment League say.

Italian efforts to combat pollu-

tion and bring environmental issues to the fore are beginning to bear fruit. Political parties realise that environmental issues must be part of their programmes if Italy wants to vie for a leading position in the new united Europe. Italy's fledgling Green Party has 13 members in parliament, and several greens are members of city and regional governments.

A great triumph for the greens, and groups such as the Environment League, was their successful lobbying leading up to a referendum on whether to keep nuclear power out of Italy. Now one of the Environment League's pet projects is an exhaustive study on ways to reduce energy consumption, both civil and industrial, and, where possible, develop alternative energy programmes.

Anti-pollution efforts are also evident in parts of the Tyrrhenian sea coastline, where water purifying plants have been put to work south of Rome and below Naples. Local government initiatives have resulted in bans on private traffic from most Italian city centres. Rome is still traffic-bound outside its city walls, but local laws rule out traffic jams in the centre.

Milan remains a smog-shrouded city on windless days, but city council plans include strict traffic regulations in the town centre and use of locally produced methane gas to replace the propane city gas supply. Florence is a pedestrian's paradise in the historic city centre, as are many smaller and now well-preserved communities, such as Bologna, Udine, Verona and Mantua.

Bottle banks have appeared on city streets, and city suburbs are being short of impromptu, illegal rubbish dumps as rubbish is being divided into categories and recycled.

Looking at wider horizons, Giorgio Ruffolo, the environment minister, is hard at work during the Italian presidency of the EC trying to introduce EC pollution taxes and work out a European environment protection policy. He is also demanding funds above the 0.1 per cent of the present EC budget allotted to environment policies.

The Italian government's funding of ecology issues is woefully insufficient, he says. He has appealed for more national parks and wildlife preservation.

JANET STOBART

## Days of wine and noses

The heavily populated and wealthy north of Italy no longer has a monopoly on quality wines. Thanks to sound investment throughout the peninsula in new technology, many wines little known outside their regions are being offered to a wider audience at home and abroad.

Along with the Veneto and Friuli, several regions are offering impressive reds, particularly the Marche, Lazio and Emilia Romagna. Further south, whites such as greco di tufo from Naples are setting the pace for wine merchants in Britain specialising in arcane Italian offerings.

In Sicily, Italy's largest wine-producing region, emphasis has often been on quantity rather than quality. But two local co-operatives, Sambuca di Sicilia and Sotessa, both in the southwest, are making their mark. The first produces Cellaro Rosso, a modern red, and Cellaro Bianco, a soft and easy quaffing white. The second offers decent drinking in its Memi, Feudo dei Fiori and Bonera brands.

However, a few miles east of Venice, in a region between the heavy Piedmont wines of the

Connoisseurs can detect new stars emerging from all over the peninsula to challenge the north's supremacy, Richard Bassett writes.

north and the austere chianti wines of Tuscany, there are some of the least known quality vineyards in Italy.

The Veneto is Italy's most modern wine region. To the east is what many wine experts call the "promised land" of Italian wines, with the most comprehensible DOC system, certifying quality, in the country.

As in other parts of Italy, great progress has been made in recent years in using new technology. No other part of Italy offers such a diversity of outstanding whites. Gianfranco d'Attilis, in Buttrio, a few miles south of Cividale, offers a formidable pinot bianco, a remarkable sauvignon and an agreeable ribolla as well as that Friulan favourite, tocai.

Friulan tocai, unlike Hungarian tokay, is a medium dry white grown mostly in the eastern foothills of the Julian Alps. As views from the train rattling down from Udine towards Venice show,

the vineyards which cultivate the tocai are marked by large wooden signs showing a giant tortoise, as tocai is the Friulan word for tortoise.

No less sought-after is the pinot grigio of Livio Felluga, also to be found between Udine and Venice. Signor Felluga has produced a slightly amber-coloured wine which has been described as Italy's answer to the great Rhine rieslings.

Less obvious than these are more eccentric wines, known as yet only locally. These include ginestrino, roncuz and nojar. All three are popular as accompaniments to fish from the nearby Adriatic. Piero Mandi, a Friulan wine merchant, says: "The soil here is rich, summers are long, the autumn sometimes even longer. I can promise you that this is the perfect region in Italy for making wine."

If this wide choice of whites is not enough to attract wine lovers,

the reds are no less impressive. Count d'Attilis has long cultivated a rich merlot that stands comparison with most chianti. It is best drunk, locals say, during the long misty autumn evenings on the Venetian plain.

The weightier pinot nero has been pioneered by La Ginestra, while refosco, the once legendary "Teran" of Istria, grown exclusively here since the war detached that beautiful peninsula from Italy, is again becoming known.

This region is also wealthy in prosecco, the drink which provides this part of Italy with a champagne-style wine at a modest price. In recent years prosecco has flourished and is now available throughout Britain. And it is not difficult to find a bottle that lives up to Hugh Honour's judgment in his Venice guide that "in the right company it is as good as champagne". Livio Bronca and the Friulan vineyard of Cardinal provide good examples of this wine while, for little more than £4 a bottle, Ruggeri produces an excellent second XI version.

The Veneto, along with Friuli, offers only a glimpse of what the wine lover who travels off the beaten track in Italy can discover.

In a land where the tradition of wine making dates back more than 2,000 years, it is hardly surprising that Italy has more wines to offer than any other country.

Not content to rest on their laurels, the inheritors of this ancient tradition have created a modern renaissance in Italian wine to match today's tastes and tomorrow's trends.

From the alpine vineyards of Piedmont, Veneto and Friuli, noble red wines like Barolo and Barbaresco are beautifully complemented by the fresh, clean taste of modern white

and sparkling wines like

Pinot Grigio, Lugana,

Chardonnay and Prosecco.

In central Italy the classic Chianti.



## AN ANCIENT TRADITION A MODERN RENAISSANCE

Brunello di Montalcino and Torgiano red wines of Tuscany and Umbria may be enjoyed alongside stylish white wines like Orvieto, Frascati from Latium, Albana from Emilia Romagna, Trebbiano from Abruzzo and Verdicchio from Marche, while the wines of Sicily, Sardinia, Campania and Puglia are full of character.

Alongside over 240 DOC and DOCG wines, an ever increasing range of new wine styles under the vino da tavola classification have been developed to assure Italy's place in the forefront of world viniculture.

Wherever life is enjoyed, Italian wines of outstanding quality and value are waiting to reward the wine connoisseur.



# Villas need a new Renaissance

Palladio is a name well known in Britain and elsewhere, because of the great influence throughout Europe of his neo-classical buildings. He and other contemporary architects were the product of the particular circumstances of the 15th and 16th centuries which made the Veneto, the area in and around Venice, one of the world's greatest architectural influences.

The decline of sea trade in the vast area controlled by the Venetian Empire forced Venetians to turn their attention inland towards the potential fertility of their farmland in the Veneto. Landowners there were not just rich yokels: the Renaissance was in full flood in Tuscany, and Venice too was a hotbed of cultural activity.

Humanist and scientific debates raged, and artistic patrons vied to promote architectural magnificence. By the mid-16th century aristocrats with capital made from trade were investing in huge land reclamation projects. At the same time they were active in both intellectual and aesthetic pursuits.

In 1530 Count Giangiorgio Trissino, a wealthy intellectual from Vicenza, took on as his protégé a young stonemason then working on a Trissino villa, Andrea di Pietro della Gondola. Count Trissino christened his new assistant Palladio, in keeping with his aspirations as a classical poet.

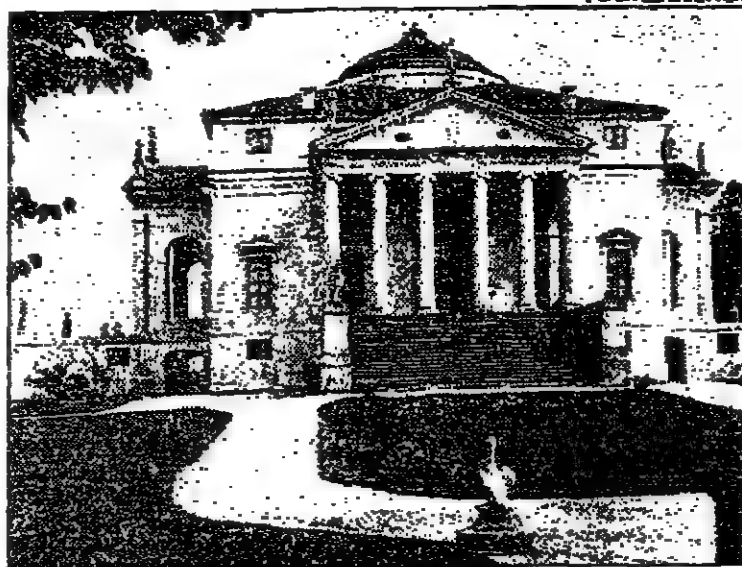
This and further apprenticeships provided Palladio with a classical, but at the same time practical and frugal, view of how this new breed of intellectual landowners should live. Magnificence rather than frivolity, and a common-sense ap-

Time is taking its toll of a classical heritage.  
Janet Stobart writes

proach, led to the creation of homes for such leading lights as Daniele and Marcantonio Barbaro, who were farmers and also art lovers.

Villa Barbaro in the province of Treviso has as a centre-piece a classical pillar-fronted facade flanked on either side with porticoes where farm equipment and livestock were housed. The Barbaro brothers did not disdain living with their livelihood, but nor did they renounce their aesthetic leanings; the upper floors of the living quarters have frescos by Paolo Veronese with bucolic scenes from country life, episodes from Greek myths and *rompe l'oeil* half-open doors. In the back courtyard a lily pond is surrounded with classical statues, the immediate grounds being treated with as much care as the living quarters.

This, then, was the premise on which Palladio and his contemporaries, the Tuscan Jacopo Tatti (known as Sansovino), who worked in the Veneto, the Scamozzi brothers Giandomenico and Michele, and Antonio Pizzocaro, conceived their villas. A house is "nothing other than a small city," Palladio wrote in his *Quattro Libri* (Four Books) on architecture. Over the next two centuries "small cities" grew up all over the Veneto and neighbouring regions. Friuli Venezia Giulia, their interiors decorated by artists such as Paolo Veronese, Gian Battista Tiepolo and his son Gian



Villa Rotonda: epitomises Palladian ideal of intellectual grace

Domenico, and Jacopo Tintoretto. Today there are almost 4,000 villas, many of them half in ruins, some restored and about 148 open to public view. They include the graciously elegant, non-agricultural, country villas along the Brenta canal between Venice and Padua, where the Villa Foscari, known as the *Malcontenta*, with its two-tiered pillared facade, is one of the best known of Palladio's villas. Further up the canal the Villa Pisani at Stra, built in the 18th century, shows what magnificence and size the villa concept reached.

At the height of their development Palladio's villas were probably the finest examples of how man cohabited with nature in the landowning world. Villa Enzo near Treviso, Villa La Badoera near

Rovigo, and Villa Pisani in Montebelluna, near Padua, are just a few of the eminent examples of Palladian villas for landowning farmers.

"In all the villas and... some... city houses I have put a frontispiece on the forward facade where the principal doors are because such frontispieces... add very much to the grandeur and magnificence of the work," wrote Palladio.

Columned facades presented the classic, simple elegance while windows were often unadorned, often not even framed. A visit to Palladian Italy, however, should focus not so much on the country as on the city of Vicenza, home of Count Trissino, and where Palladio was called, at

the height of his career, almost to restructure the city. His masterpieces here include the Basilica and the Olympic theatre, the latter his last work and his finest example of perspective, giving the illusion of more space than the theatre has.

His Greek-column facade is eminently displayed in the Palazzo Chiericati, which he never completed, but which was eventually finished in the 18th century according to his plans, and now houses the Civic Museum.

In the outskirts of Vicenza is Palladio's best-known and best-loved villa, the Villa Rotonda with its four pillar-fronted facades complete with cupola, which seems to epitomise the Palladian ideal of intellectual grace.

In Venice, where Palladio's patrons' wealth originated, he presented architectural plans which, to his chagrin, were not always chosen. His buildings there are mainly churches, the Church of the Redentor on the island of the Giudecca, and San Giorgio Maggiore on the island of San Giorgio, both glorious celebrations of light and space, the latter hung with masterpieces by Tintoretto.

Tragically, decay and neglect seem to have the upper hand in several buildings and villas. The Regional Institute of the Villas of the Veneto offers low-interest loans to villa owners for restoration.

A recent meeting of the institute with parliamentarians made a strong appeal for the revival of the law which provided government funds for both the restoration of the Veneto's villas and their development as attractions for the erudite tourist.



Cala Galera: a clean, modern and functional marina

## Yachts brighten up Caravaggio's darkest corner

When Caravaggio died in Porto Ercole in 1610, struck down by malaria, he could hardly have imagined that the remote fishing village, surrounded by mosquito-infested swamps, would one day become one of the most exclusive resorts of the Mediterranean. Or that 380 years later, it would have one of Italy's largest and best-equipped yacht marinas and be a yacht racing centre, (writes Paul Bompard).

The Argentario is set apart from resorts such as Portofino or Rapallo by its unique geographical shape. The Monte Argentario, a green and rocky peninsula six miles across and rising to more than 1,700ft, is linked to the mainland by three narrow strips of land running across flat, landlocked lagoons and marshes. The mosquitoes that killed Caravaggio have gone.

In the Twenties and Thirties, these lagoons, by then regulated by locks, were used by Italy's famous flying boat fleet. Many restaurants in Orbetello, the town facing the lagoon on the mainland, are decorated with photographs of mass landings and take-offs amid the nationalistic pomp of Mussolini's regime.

On the northwest side of the Monte Argentario, there is a large fishing town which in recent decades has turned increasingly away from fishing and towards tourism. To the southeast, nestled in a small natural inlet and overlooked by two massive fortresses built by Philip II of Spain in the 16th century, is Porto Ercole.

Around the headland to the east is the new marina of Cala Galera, clean, modern and functional, in contrast to the largely untouched, timeless beauty of Porto Ercole. In Cala Galera spotless white super-yachts bask in their berths, connected to running water, electricity and television aerials.

The little harbour of Porto Ercole is decorated by the bobbing colours of small fishing boats, most of them still wooden gozzis, the rounded launches traditionally used by Italian fishermen and still built locally with centuries-old techniques. Just east of Cala Galera there is the Feniglia, ten miles of sand running along the outer edge of the lagoon and facing the open sea.

But it is as a centre for yachtsmen, and undoubtedly the more affluent sub-species of yachtsmen, that Porto Ercole and Cala Galera have become important over the past decade. The marina, with 600 private berths and 100 transit berths, was built by a consortium of Italian businessmen and inaugurated in 1974.

The soul of the entire project, although he modestly denies it, seems to have been a former Royal Navy officer who liked the Italian climate and wanted to live "in the country, but by the sea". In 1947, after commanding a motor torpedo boat, Roma Coventry sailed up and down the west coast of Italy, making a living as a yacht broker. In 1960 he settled in the Argentario, at about the same time that the Roman aristocracy was discovering its attractions as a summer resort.

Today, Mr Coventry sits at a desk with a brass plaque on the front reading: "If God had meant us to build fibreglass boats he would have grown fibreglass trees."

"First we took over the boat yard in San Stefano," he says, "and over a period of years trained the fishing boat craftsmen right up to the top yacht standards. When Cala Galera was built we also set up boat yards, chandlers, engine workshops, everything. We can now do anything, from routine service and repairs to building a boat from scratch, up to about 160 ft."

The marina is private, but based on a 50-year concession from the state. Berths, therefore, are owned only as shares in the company that built the marina, and in 2020 could revert to the state. These shares, or berth leases, can and do change hands, and Mr Coventry's Coventry company is one of the main agents.

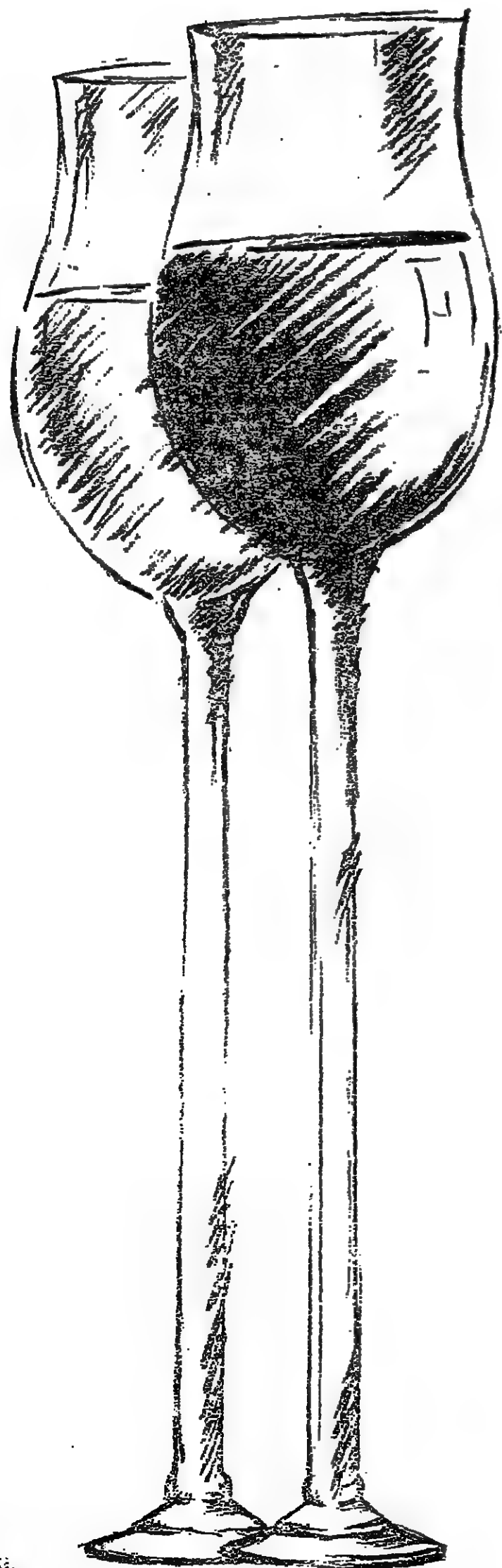
"Today we could fill two or three times the berths available," Mr Coventry says. "This is not a place for a cheap holiday."

In July and August, possibly the worst months to visit the place, the heavy gold Rolex set, in large German cars with paintwork that looks as if it has never seen rain, descends en masse. For the rest of the year Porto Ercole becomes once more a charming little fishing village.

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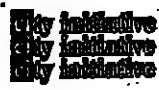
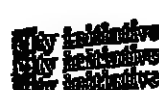
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THE LAW

Firms are losing business by failing to tell clients about all their services, Edward Fennell writes

# Anything else for you, sir?

Having taken a back seat for the past few months, the issue of marketing is again being pushed into the spotlight by legal business pundits. The state of near-recession is the conditioning factor, and the debate is about whether marketing efforts should be cut, at a time of lower profitability, or expanded in the hope of attracting more of the work which is still available.



disorganisation among firms of solicitors. Nine out of ten, for example, conceded that they failed to "cross-sell" their services. Having worked satisfactorily for clients, most solicitors are failing to alert them to the other services which they can provide.

poor internal communications between departments, and, even worse, more than half admit to lack of communication between partners and fee-earners. As firms grow larger, the benefits of scale can only be realised if there are adequate internal communications.

A survey recently released by *The Times* by Ian Cooper Communications, the Leeds-based consultancy, suggests that there are still great gaps in the performance of many firms, which means that they are letting prospective business run through their fingers. No matter how good their legal skills, they are missing opportunities because of an unsystematic approach to their own practices. According to Ian Cooper's survey of 150 firms of all sizes, a total of 16 major failings were identified in at least half the sample.

Perhaps most astonishing of all was the fact that 93 per cent of firms did not contact the client after a transaction was completed. As a result, they were unable to tell whether the client was satisfied or dissatisfied. In the light of this neglect it is not surprising that lawyers complain that client-loyalty is a thing of the past. More than two-thirds of firms admitted that their treatment of clients was "poor".

These figures, however, are just a taste of a long litany of apparent

Transactions are still seen as being one-off events rather than as part of an integrated all-round service. Yet, with the growing significance of, for example, environmental law, employment law, and intellectual property, the time is right for clients to be actively sold important new services.

Perhaps none of this is surprising when one takes into account that two-thirds of firms say they have

These images of lost opportunities, however, are only half the picture. What the Ian Cooper survey also highlights is that, on the whole, solicitors do a good job in serving their client's immediate interests. Their high degree of professionalism means that they focus as a priority on the needs of the client. Once the transaction is complete technically, they think their job is done.

This is admirable, but it overlooks the fact that by neglecting their own interests they may be letting down the client as well. By omitting to mention new legislation, or failing to inform the client that a new internal specialism is being established, clients may be missing out on something they really need to know. Lawyers should, rightly, be shy of selling clients something they do not need. However, there is no embarrassment in marketing something they do need but of which they are not aware.

So what is to be done? Refreshingly, Ian Cooper does not say that every firm needs a marketing consultant to put them on the right track. There are plenty of things that firms can do for themselves to orchestrate their resources more effectively. "Experience has shown that 100 many firms indulge in marketing in a haphazard and uncoordinated way," Mr Cooper says.

It is essential for firms to understand, identify, and admit their own weaknesses and then define what objectives they want to achieve. By analysing the client's needs, by drawing up the programme to satisfy those needs, and then putting into effect a long-term and disciplined marketing plan, solicitors - and, increasingly, barristers' chambers - can do much to help both themselves and their clients. You may not be able to "buck the market", but you can improve the marketing.

## INNS AND OUTS

Lincoln's Inn Great Hall was, last week, the scene of the posthumous trial of George Washington on a charge of "practising high treason", organised by the American Inns of Court Foundation and the Society of English and American Lawyers. The evening, designed as part of the programme to foster relations between common law countries, raised funds for the Pegasus scholarship trust. But it also highlighted the differences between American and UK legal practice.

The American side had a team of 30 lawyers who have been working on the defence since June, while the UK prosecution consisted of three people, Sydney Kentridge, QC, ably assisted by Richard Slade and Lynn Cross. The US lawyers overran their allotted time despite the frantic ringing of the warning bell, and often confused the audience with their line of questioning. Mr Kentridge, however, demolished the defence witnesses one by one with well-chosen and often unanswerable questions. Despite Mr Kentridge's best efforts, Mr Washington was found not guilty. Lord Bridge of Harwich headed a panel of three judges which held that because the British government broke the compact between Parliament and the American people, they were entitled to self-determination. Highlights will be shown on BBC television in November.

Calls are mounting for a network of regional groups of child care lawyers to help practitioners respond to the demands of the Children Act, and the radically changed philosophy it will introduce. Practitioners will need to understand all the public and private law procedures and remedies concerning children. There are 13 regional child care groups already in existence, and the Law Society has devised a kit for solicitors wishing to start further groups. The first national conference for child care lawyers, held in Oxford last month, concluded that since the fine detail of the Children Act is still at the consultation stage, there is clear scope for practitioners to join together and become involved in the consultation process. Since the Law Society is about to revise the criteria for selection to the Child Care Panel, and has imposed a moratorium on applications for membership as from the end of December, child care solicitors may find it a propitious time to be heard with a united voice.

Why is the legal profession recruiting so many non-law graduates? Is it more important for law graduates to have a solid academic understanding of the law, or to be equipped with some of the skills they will need to apply the law in practice? Do lawyers really need to study law at undergraduate level? These are some of the questions to be addressed at an Association of Law Teachers seminar next week at the Institute of Advanced Legal Studies in London. The skills debate has already had a profound effect on the design of the postgraduate professional exam courses for both solicitors and barristers, and has been addressed in some polytechnic undergraduate courses, where a level of practice skills is taught through law clinics as an optional subject. But the extent to which it should form a compulsory part of the curriculum is still hotly debated.

Could the legal aid system possibly be squeezed any more than it is now by expenditure constraints? The answer, unfortunately, is yes. As France has shown in the recent publication of its truly lamentable 1989 figures for legal aid expenditure and eligibility limits. In 1989, France spent about £40 million on legal aid, a mere tenth of the amount spent in England and Wales, and income eligibility limits have now fallen to 84 per cent of the minimum monthly wage, compared to 35 per cent above in 1972. Legal aid work is therefore an insignificant source of income for French lawyers (the average payment per case was £29), while in this country it produces more than 10 per cent of the income of all solicitors. The Conseil d'Etat has called for radical improvements to the system.

SCRIVENOR

## UK lags in franchise fraud legislation

FRANCHISING, the method of marketing products and services by making use of the drive and motivation of independent businessmen, is growing rapidly in popularity. Many famous names, such as Benetton, Franchising, Wimpy and Dyna-Rod, operate their businesses through franchises. Others, such as Shell, have recently started franchising.

In 1989, franchising in the UK reached a turnover of £4.73 billion and is predicted to increase to £11 billion by 1994, but do these impressive figures hide a less acceptable side to franchising? As long ago as 1986, Lord Roskill, in his report on franchise frauds, recognised the possibility of unscrupulous people using franchising for fraudulent purposes.

This report defined franchise frauds: "Fraudsters induce investors to buy franchises, perhaps with associated equipment or plant, in (a) the fast food business, holding

out the prospect of large returns on the investment. But once the payment has been made, the franchise proves worthless and the equipment is not forthcoming."

Yet the evidence of such frauds in this country is very sketchy. The Office of Fair Trading, the UK's regulatory authority, confirms it receives few complaints. A recent survey reveals that of 293 franchisees, only 20 withdrew from franchising in 1989, and the majority of such withdrawals were a considered decision.

Do such surveys ignore the smaller, less-established franchises on which there is little information? Also, disappointed franchisees may not consider the Office of Fair Trading to be the appropriate body to complain to about fraudulent franchisors. Undoubtedly, reliable statistics are difficult to obtain.

In America, franchising fraud is on the rise, fuelled in part, according to prosecutors and federal

regulators, by a faltering economy. Franchise fraud has, in the words of a senior federal trade commission representative, "become a booming business for us".

IN AUSTRALIA, which dropped legislation to regulate franchising in 1986, the small businesses minister is considering introducing legislation to require a cooling-off period on contracts and to impose prior disclosure requirements. The previously implacable opposition of the Australian franchise association to such legislation may be waning.

In Belgium, as from January 1 of this year, anyone wishing to set up in business as a retailer with less than 50 employees has to deposit details indicating minimum business knowledge and experience. In France, a law was passed on December 31, 1989 requiring pre-contractual information to be provided to prospective franchisees. The decree implementing the law

and setting out the details to be provided has not yet been passed. In the UK, however, no such legislation is contemplated, and indeed few, if any, recognise the need.

Paradoxically, new regulations dealing with pyramid selling came into force in March of this year. Pyramid selling, with which franchising was associated in the early Seventies, is relatively uncommon, but the government seeks to regulate its activities by proposing controls on advertising, imposing a cooling-off period and regulating contract terms. Why such regulation is required for pyramid selling but not for franchising is unclear.

JOHN PRATT

● The author is a partner in Needham & James Solicitors of Birmingham and London, and author of *Franchising: Law and Practice*, to be published by Sweet & Maxwell this month.

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Technical ability is important, but commitment, enthusiasm and good interpersonal skills, together with a desire to succeed with a career in industry, are essential prerequisites for the role.

The remuneration package is attractive and will reflect the age and experience of the successful candidate.

Interested applicants should contact Katrina Smith LLB on 061-228 0396 or write to her at Michael Page Legal, Clarendon House, 81 Mosley Street, Manchester M2 3LQ, quoting Ref: 11085.



Michael Page Legal

International Recruitment Consultants  
London Bristol Birmingham Nottingham  
Manchester Leeds Newcastle-upon-Tyne & Worldwide

## Commercial Solicitor

£26-£33,000 + Car

## Nottingham

Our client is a highly profitable and progressive plc with a turnover in excess of £1 billion and a substantial customer base. The company is committed to maintaining its current high growth rate and is determined to capitalise on the opportunities afforded in a highly competitive and dynamic market place.

The successful candidate will be the head of the Legal Department, which is involved in all areas of the client's extensive business.

## Responsibilities include:

★ overall management of numerous sections that comprise the Legal Department (Commercial, Conveyancing, Litigation and Insurance);

★ negotiation of major commercial contracts; ★ advising the Board and employees in all areas of operation.

Candidates will be Solicitors who have a background in either Private Practice or Commerce. It is important that the individual demonstrates excellent management capabilities, interpersonal skills and commercial acumen.

Interested applicants should contact Barrie Paterson B.Sc on (0602) 483480 or write to him at Michael Page Legal, Imperial Building, 20 Victoria Street, Nottingham NG1 2EX.



Michael Page Legal

International Recruitment Consultants  
London Bristol Birmingham Nottingham  
Manchester Leeds Newcastle-upon-Tyne & Worldwide

## CHAMBERS &amp; PARTNERS

LONDON: 74 Long Lane, London EC1A 9ET MANCHESTER: 53 Princess Street, Manchester M2 4EQ

## City Salaries

Salaries in the top City firms have continued to rise, especially at the more junior end of the market. Assistant solicitors one-year-qualified are now earning about £28-30,000. Those two-years-qualified are on about £35-40,000, and those qualified three years, £40-45,000. We estimate that these figures represent an average increase of about 10%-12% for the year, but this average covers a wide variation - from about 5% up to 20% according to specialisation. Newly qualified solicitors are now earning c £25,000. Articled clerks are on a basic salary of around £16,250, with increases of £1,000 every six months. (These figures are for the larger City firms.)

At more senior levels the overall rate of increase seems to be lower - about 5%-10% - but this is more difficult to assess because salaries are spread over such a wide range.

As the economic downturn affects wider areas of legal practice these high salary increases will no doubt diminish. Already, many personnel managers are saying that the next pay review will show little change. Different sectors of the job-market, of course, are being affected differently. Some areas, such as shipping litigation, are still flourishing and are seeing substantial salary increases. In other areas salaries are being increased at (or below) the rate of inflation.

Because of these growing distinctions in the job-market, it is difficult to advise candidates on the salaries they can expect to be offered. Our advice, once reasonably confident, is inevitably becoming more cautious.

Michael Chambers

## INDUSTRY &amp; BANKING

## FINANCE: CITY

To £28,000 + benefits  
Young lawyer to handle development, interpretation and research in connection with the Financial Services Act.

## OIL EXPLORATION: LONDON

Excellent salary  
Major oil co. seeks commercial lawyer with experience gained in oil or gas industry or in the construction sector.

## HONG KONG

Several private practice vacancies in intellectual property, construction, corp. finance, banking, pensions, & co-commercial.

## COMMUNICATIONS: SOUTH EAST

£32,000 + car  
Hi-tech company seeks experienced commercial lawyer for its small legal dept handling general commercial work.

## ENGINEERING: SOUTH WEST

£30,000  
Well-known international company seeks commercial lawyer with 2-4 yrs' exp to handle mainly intellectual property work.

## HI-TECH: SOUTH EAST

£30,000 + car  
Young commercially-minded lawyer to assist head of legal dept in leading hi-tech co with range of non-contentious commercial work.

## PRIVATE PRACTICE

## Planning Lawyer: City

Opportunity to join planning dept of leading property firm. Must be at least 2 years qual.

## Property Lawyer with Following

Excellent opening for senior commercial conveyancer to join growing City firm.

## Co/Commercial: Hampshire

Senior solicitor sought by leading firm to join successful team. c £35,000 pa.

## Commercial Property: Somerset

Rare opening for high-calibre lawyer to handle broad commercial caseload. c £30,000 pa.

## Co/Commercial: Lincoln's Inn

Senior sol with some following to join highly regarded firm. Tax experience desirable.

## Property Litigation: Kent

Busy property practice seeks experienced litigator to join team. c £25,000 + benefits.

## Entertainment Law: West End

Well-known firm seeks entertainment lawyer. Wide range of wk film, music, publishing.

## Construction Litigation: City

Construction litigator, 2 to 3 years qual, sought by leading City firm.

## Commercial Property: Leeds

Top commercial firm seeks sol, 2-4 yrs qual, to assist partner. c £23-32,000 pa.

## Planning: Manchester

Superb opportunity for sol, NQ-4 yrs qual, to join leading city-centre firm. Top salary paid.

## Private Client: Midlands

Exception opportunity for sol with relevant exp. Mainly non-contentious. £20-25,000.

## Civil Litigation: West Midlands

Sol with 2 yrs' exp sought by well known firm. Commercial bias. Above average salary.

Assistant  
General  
Counsel

Retail Financial Services

M4 Corridor

Salary In Excess Of £50,000,  
Plus Full Benefits Package

Hoggett Bowers

BIRMINGHAM, BRISTOL, CAMBRIDGE, CARDIFF, GLASGOW, EDINBURGH, LEEDS, LONDON, MANCHESTER, NEWCASTLE, NOTTINGHAM, ST ALBANS, SHEFFIELD, WINDSOR AND EUROPE

Diversification, recent expansion and plans to continue record growth both in assets and profits gives rise to the need for this new position within a major retail financial services organisation. Reporting to the General Counsel, the successful candidate will take charge of the day to day management of the legal department of 3 lawyers plus support staff, and will advise on the full range of activities undertaken by the business.

A highly developed commercial and service oriented approach to the task is essential to yield a fully-integrated in-house legal service to management. You will be a barrister or solicitor with a good law degree and at least 10 years PQE, at least half of which will have been gained as an in-house lawyer within a financial services or blue chip retail/service sector operation.

Drive, resourcefulness, intelligence and managerial experience will help you to rapidly establish credibility at all levels in this high pressure environment where the pace of change is rapid.

A negotiable and highly competitive package includes a quality car and full relocation assistance to this attractive part of the country.

Prospects of early promotion to the position of General Counsel are excellent for the right candidate.

Male or female candidates should submit in confidence a comprehensive c.v. or telephone for a Personal History Form to, K.R. Miller, Hoggett Bowers plc, 1/2 Hanover Street, LONDON, W1R 9WB, 071-734 6852, Fax: 071-734 3738, quoting Ref: D16052/T.

(University of London)

THE LONDON SCHOOL  
OF ECONOMICS AND  
POLITICAL SCIENCE

Clyde and Co Readership in International and European Business Law

Applications are invited for a Readership in International and European Business Law attainable from 1 October 1991 or earlier by arrangement.

We are seeking to appoint a person who wishes to specialise in the area of International and European Business Law in its widest aspects. These include but are not restricted to Competition Law, generally and with reference to the European Community, Capital Market Law, International Business Transactions, International and EEC Aspects of Taxation, and the law relating to foreign trade generally.

The Readership will bear the title The Clyde and Company Readership in International and European Business Law to emphasise the relationship between the LSE and Messrs Clyde and Co who have generously sponsored this post.

The appointment will be at the appropriate point on the salary scale for Readers (£19,613 - £26,471 plus £1,767 London Allowance a year) according to qualifications, age and experience.

Application forms and further particulars are available from the Staffing Office (tel: 071-955-7070), London School of Economics, Houghton Street, London WC2A 2AE.

Closing date for applications is 23 November 1990.

An Equal Opportunities Employer

## City/West End

## PLANNING

c£70,000

A senior solicitor with proven ability in Town and Country Planning law is sought by a recognised City practice to head its planning team. The team handles a wide range of transactions and environmental issues, working closely with architects, surveyors, developers and funders. There is a clear route to equity partnership.

## PROPERTY LITIGATION c£36,000

A respected medium sized Central London firm wishes to recruit a further solicitor for its commercial litigation department where the emphasis of the work will be on property/landlord and tenant litigation. The position would suit someone admitted around two years.

## EMPLOYMENT

c£40,000

The employment group of a major City firm with international offices has a need for an additional young lawyer to specialise in non-contentious employment law. He/She will be well versed in e.g. employee benefits, share option schemes and pension documentation, with a minimum of eighteen months experience. A highly competitive salary package is offered.

## Out of London

## LITIGATION

£ NEG

A recognised East Kent practice has an opportunity for a high calibre litigation solicitor ideally trained 3 yrs pq. There is a good range of litigation available combined with the facility for the appointee to develop areas of particular interest. This position carries excellent prospects and therefore only ambitious solicitors wishing to make their mark should apply.

Law Personnel

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Staff specialists to the legal profession worldwide  
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## HORIZONS

# Brewing a satisfying career

The Domesday Book mentions brewers and says unhopped ale was brewed in Roman Britain. Beer as we know it, however, dates from the 15th century, with the introduction of hops from Flanders. Although a traditional profession, brewing has to respond to changing consumer demands, market forces and new technology. For example, you can now buy a "green" lager made from organically grown barley and hops.

Beer remains the most popular alcoholic drink in the United Kingdom. Every day British brewers produce 30 million pints of beer, ales, lager and stout. Despite increased concentration of ownership, about 60 companies still operate more than 100 breweries.

Graduates wishing to enter the industry generally apply first to one of the big six brewers: Allied (Ind Coope, Tetley, Ansells); Bass; Grand Metropolitan (Ruddells, Watney); Scottish & Newcastle (McEwans and Youngers); Whitbread and Courage. Guinness has no pubs but is a graduate recruiter on the "milk round" of college and universities.

Bass, whose brands include Tennent's, Worthington, Stones, Carling Black Label and Draught Bass, is Britain's biggest brewer and also has large interests in hotels, pubs, soft drinks, social clubs and betting. The company takes on about 150 graduates a year, including about 60 for its brewing division, although only half-a-dozen will be employed in brewing as such. Others go into sales, marketing, engineering, finance, systems and distribution.

At her office in Burton on Trent, Staffordshire, Caroline Watts, a

Britain produces 30 million pints of beer a day, which, says Derek Morgan, augurs well for any graduate seeking a fulfilling career based on technology and man-management

personnel manager with Bass, says brewing is regarded as fairly specialised and that the company is looking for the production directors of the future. Applicants for the production side of brewing need at least a 2.2 degree in a pure or applied scientifically based discipline. "We are looking for someone with a good combination of management potential and technical ability," she says. "Our ideal candidate would also have a strong commercial awareness."

For the more scientific candidate there is a central research and development unit at Bass, but generally this section requires a higher degree and research experience. The Brewing Research Foundation at Nutfield, Surrey, which is financed by the industry, also offers research and development opportunities.

The Bass recruitment brochure refers to brewing as "an art and a science", and beer enthusiasts sometimes talk of breweries as "cathedrals of beer". Production brewers supervise a team of technicians and operatives and, therefore, have to develop their general management skills while retaining responsibility for a complex biochemical process and product consistency.

Brewing is traditionally a male preserve and a woman working in the brewhouse may provoke

raised eyebrows, but Bass says it is an equal opportunities employer and that of five production traineeships offered this year, three went to women. Three women run their own micro-breweries in the smaller, entrepreneurial sector of the industry.

The Monopolies and Mergers Commission reports on the beer industry, and the government's insistence that tied pubs offer a guest beer has been heralded as a breakthrough for the smaller, independent breweries and, although the larger regional brewers do not recruit as many graduates as the big six, career opportunities exist at companies such as Adams (Suffolk); Wolverhampton and Dudley; Devonish (West Country); Brains (South Wales) and Greene King (East Anglia). Opportunities may also exist for A-level entrants.

One of the biggest regional breweries is Marston's, which produces Pedigree, the award-winning bitter. Allan Alpin, the company's production director, who started as a trainee shift brewer 30 years ago, says that the brewer's job is definitely not a case of sitting at an automated panel. He looks for "practical types who like to get their hands on the plant", and believes man-manage-

ment is vital to a brewer's skill. Brewing is a continuous production process and graduates must be ready to work shifts. "You cannot be a nine-to-five man in this game," Mr Alpin says. "Hours are sometimes erratic; I once spent three days and nights in the brewery room, snatching some sleep in a chair."

Production jobs with the big six are likely to be more specialised. A graduate could have responsibility for one stage of the brewing process, work production or fermentation for example, while the regionalists may require a Jack of all trades. "We cannot afford to employ an expert for everything," Mr Alpin says. "Our people need to be versatile."

The only brewing science degree course offered in Britain is at Heriot-Watt University, Edinburgh. The International Centre for Brewing and Distilling has its pilot-scale brewing facilities there and offers postgraduate courses, including an MSc and a Diploma in Brewing.

Dr Iain Campbell, a lecturer at Heriot-Watt, says: "Finding employment has never been a serious problem. All this year's finalists have got jobs in the industry. From time to time we have enquiries from companies seeking new graduates as trainee brewers and we have no one left to fill these posts."

Once employed, brewers pursue further professional qualifications by studying for the examinations set by the Institute of Brewing - associate membership and, after four years' experience, the diploma which confers master brewer status. This tests practical knowledge of raw materials, brew-



Taste of success: Dan Unwin, a biochemist aged 26, is a project and development manager at Bass

ing, packaging, dispensing, engineering and quality control. Senior managers hope their new graduates think of brewing as a career for life, and company loyalty is much valued.

Beer-drinking students attracted by a brewing career should note that while product knowledge is important it is not enough. Although tasting the beer is part of the job, Ms Watts highlights the need for adaptability, initiative and decisiveness in her recruits.

**Institute of Brewing** 33 Clerkenwell Street, London EC1R 5BE. The booklet *Technical Management in the Brewing Industry* is available from the Brewers' Society, 42 Portman Square, London W1H 0BB. The trade book, *The Brewery Manual and Who's Who*, is available at some public libraries. The Campaign for Real Ale (CAMRA) publishes fact sheets on beer and a monthly newspaper, *What's Brewing*. CAMRA, 34 Alma Road, St Albans, Hertfordshire AL1 3BW.

DAN Unwin, aged 26, is project and development manager at the Bass Cape Hill Brewery in Birmingham, which makes lager, bitter and mild, which is still popular in the West Midlands. He joined the company in 1986 with an honours degree in biochemistry and a master's degree in brewing science. Next June he will sit for the Institute of Brewing diploma exams. "You have to be able to answer questions on topics ranging from growing barley in the fields to pulling a pint in the pub," Mr Unwin says. He knows the importance of the exam. "It's a ticket to becoming a senior manager. Without the ticket, you don't get on the bus." His training has been comprehensive, working in different places and with different aspects of brewing - mashing, fermenting, packaging, quality control and engineering.

The emphasis at Bass is on giving trainees a proper job to do, and within three months Mr Unwin was running a brewing shift in Glasgow. He worked in a brew-pub in the United States to get practical experience of running a small unit and to see the sharp end - retailing.

His present job includes the design, commissioning and installation of plant. He enjoys the teamwork, and the demands of employee motivation. "It's a friendly, open industry, and at IOB courses you meet graduates from other companies," he says. Much of Bass's beer production is computerised and technological awareness is important, but when asked if the modern brewer is a button-pusher, Mr Unwin replies: "I wish he were; 80 per cent of the job is man-management and 20 per cent is technical brewing."

For further information: Bass Brewing, PO Box 27, Birmingham B16 0PD (021 698 1461).

071-481 1066

## PUBLIC APPOINTMENTS

071-481 1066

### BRITISH MUSEUM

#### KEEPER OF ETHNOGRAPHY

The Department of Ethnography has collections derived from the indigenous peoples of Africa, Australia, Pacific Islands, North and South America and some areas of Europe and Asia. Both ethnographical and archaeological as well as recent and contemporary cultures are represented.

The Keeper's duties include the general administration of the Department; the security, care, improvement and cataloguing of the collections; the maintenance of its public service (including exhibitions and publications); and the direction of scholarly work by its staff.

Candidates should normally be aged between 35 and 55, but exceptionally well-qualified candidates outside these age limits will be considered. Candidates must be of high academic standing within the field of ethnography, anthropology or archaeology. Administrative ability is essential, and experience in a museum, preferably with materials similar to those of the Museum of Mankind, would be a considerable advantage.

Starting salary £35,720-£40,560 according to qualifications and experience.

For further details and an application form to be returned by 14 November 1990, write to Civil Service Commission, Alencon Link, Basingstoke, Hants RG21 1JB, or telephone Basingstoke (0256) 468551 (answering service operates outside office hours).

Please quote ref G/8639/90.

The British Museum is an equal opportunities employer

### CHIEF EXECUTIVE East London Partnership

The Business Action Team for Hackney, Newham and Tower Hamlets

The Business Action Team's mission is to assist in the economic and social regeneration of East London - projects are "championed" by member companies across a range of fields.

Reporting to the Chairman we now need a Chief Executive to head the Secretariat which will manage around 100 projects. It will be the successful candidate's responsibility to ensure that all aspects of the partnership strategy are executed, including establishing and maintaining links with local and central government, as well as with the voluntary sector. This will encompass projecting the image, aims and achievements of the partnership.

Success will require a leader of proven ability, who has the vision to translate the partnership's objectives and strategies into

programmes and projects. Effective communication skills, and real personal presence are also seen as a pre-requisite to this role.

The role is challenging and demands the capacity to work under considerable pressure in sensitive situations. Achieving results is obviously of paramount importance.

Salary will not be a limiting factor as a package of £50K is envisaged to attract the right calibre.

In the first instance, please write to Denis Wiseman, Hays Personnel Services, 1st Floor, Glen House, Stag Place, Victoria SW1E 5AA who is advising on this appointment. (Closing date for applications 7.11.90)

East London Partnership is an equal opportunities employer

### University of Nottingham Medical School DEPARTMENT OF HEALTH CARE OF THE ELDERLY

Applications are invited for the post of LECTURER IN HEALTH CARE OF THE ELDERLY. This is a post on the medical side of the department, which is a joint department of the University of Nottingham and the Department of Health. The successful candidate will be responsible for the teaching of medical students and for the supervision of research projects. The post is based at the University of Nottingham Medical School, Nottingham NG7 2RD. Salary will be on the clinical lecturer scale. Starting salary will depend on qualifications, age and experience.

Further details and applications forms are available from the Personnel Department, the University of Nottingham, University Park, Nottingham NG7 2RD. Tel: 0530 215111. Closing date for applications is 9 November. Ref No. M1575.

### CRAFTS COUNCIL

#### DEPUTY DIRECTOR

The Crafts Council, a body incorporated by Royal Charter, whose aim is to encourage the creation of fine crafts, invites applications for the post of Deputy Director.

The Deputy Director is responsible for the key resources of the organization, financial, human and physical, as well as for the trading operations. He/she must have considerable management experience, gained preferably in the public sector, and must possess sound personnel management skills together with a good understanding of financial management. A professional qualification relating to at least one functional responsibility of the post would be an advantage and the candidate should be sympathetic to the aims of a national arts body. Next year the Council will be moving to new premises with a larger gallery and the postholder will play a key part in this important development.

Salary in range £24,641-£29,849 pa plus a non-contributory linked-linked pension scheme and other benefits.

For further information and application form contact: Penelope Rhodes, Crafts Council, 1 Oxendon Street, London SW1Y 4AT. Tel: 071-930 4811.

This is a re-advertisement. Previous applicants need not reapply.

Closing date for receipt of applications: 6th November 1990.

We are an Equal Opportunities Employer

### ZOOLOGICAL SOCIETY OF LONDON Require an ASSISTANT LIBRARIAN

In its scientific library, one of the largest specialist libraries in Zoology, serving members of the Society, research scientists of the Institute of Zoology and the curatorial staff of the animal collections at Regent's Park and Whipsnade. The successful candidate will be second on the staff to the Librarian and will assist him in running the Library.

Applicants should be Chartered Librarians preferably with qualifications in Biology.

Salary in range £12,132-13,557 according to age and experience. Remuneration negotiable post.

Applications in writing, enclosing a.s.e. for reply to the Personnel Manager, Zoological Society of London, Regent's Park, London, NW1 4RY.

by 9th November 1990.

### LEGAL

#### Assistant Solicitor

£18,821-£18,291, plus up to 17% salary supplement

#### Legal Assistant

£5,915-£13,614

Within our Chief Executive's Department, Legal Division. We now need two people to complete the newly formed team which deals with a challenging range of legal issues covering Education, Police, Social Services and Employment Law matters. These are exciting opportunities for you to develop your career with us.

Assistant Solicitor - You may have just qualified or, after some years' experience, are looking for a stimulating change. Your work will be to support and advise Departmental Solicitors on a wide variety of matters.

Legal Assistant - You are either seeking to start a legal career or have already embarked on the LEX exams and are seeking greater challenges. You will work with the Principal Solicitor advising on a variety of issues and have your own responsibilities. We support training and will help you gain further appropriate qualifications.

For both posts you must be a car driver. For further information about these posts and our package of benefits, please ring other bodies: Assistant County Solicitor. Tel: (0226) 763641, ext. 3006, or Ian Gibbons, Principal Solicitor on ext. 3002.

Applications forms quoting ref. 90/084 (Solicitor) or 90/085 (Legal Assistant) from the County Secretary & Solicitor, County Hall, Yeovil, Somerset BA20 8JH. Tel: (0225) 769641 ext. 3018. Closing date for applications: Friday, 18th November 1990.

AN EQUAL OPPORTUNITIES EMPLOYER

Wiltshire  
COUNTY COUNCIL

## DIRECTOR EDUCATION

Up to £52,500 p.a. including benefits

Solihull MBC has an established reputation for excellence and innovation in Education. We need a Director of Education to continue our innovative approach and maintain effective management in a changing environment. There will be an opportunity to influence and implement a new departmental structure which is designed to ensure that we continue to deliver the high standard of education that our customers expect. The new Director will be a member of the Chief Officers Group and will be expected to contribute to the wider corporate management of the Authority.

In return we offer a salary package of up to £52,500 p.a. for a 5 year contract, with a range of benefits including a generous relocation package.

For an informal discussion about the post please contact the present Director of Education, Michael Sweet, on 021 704 6672.

Ref: SI/C901A

Closing date: 9th November 1990.

Application forms and further details from the Town Clerk and Chief Executive Officer, Metropolitan Borough of Solihull, P.O. Box 18, Council House, Solihull, West Midlands B91 3QS.

Telephone: 021-704 6066 (24-hour answering service) quoting reference number.

ALL APPLICATIONS WILL BE CONSIDERED ON THEIR MERIT.

Solihull

METROPOLITAN BOROUGH COUNCIL

### BOX NUMBER

### REPLIES:

THE BOX NUMBER

DEPARTMENT

P.O. BOX 48

WIGGINTON STREET

LONDON E1 6DD

### Director of Finance

ROYAL SURREY COUNTY AND  
ST LUKE'S HOSPITALS

Salary commensurate with the responsibilities  
of this challenging post.

The Royal Surrey County and St Luke's Hospitals, situated in the County Town of Guildford, are applying to become one of the first NHS Trusts. To make optimal use of the opportunities that this status will offer, and to make a significant contribution to the corporate strategy of the Hospitals, we are making this new appointment.

With a turnover of £43m, capital assets of around £80 million, a major new finance system, and a new funding environment, the post offers significant challenges and opportunities. These include the development of a new finance structure and strategy, contribution to the development and costing of contracts with purchasing authorities, and corporate management as a Board member of the Trust.

Your background could be in the public or private sector, but you should be a qualified accountant with significant financial and managerial experience. This will include business planning, managing a department or major project, and the ability to contribute to and develop corporate strategy.

For an information pack, please contact District Personnel, District Headquarters, Farnham Road Hospital, Guildford, Surrey, GU2 5LX, or telephone Guildford (0483) 61612 ext 3232. Applications are invited by C.V.

To discuss the post informally, please contact Mr Michael Forster, Unit General Manager, on 0483 571122 ext 4006.

Closing date: Monday 12th November 1990

AN EQUAL OPPORTUNITIES EMPLOYER

South West Surrey  
Health Authority

With teamwork, health works



## Bucknall faces a tough start with Sunderland

**THE** International Basketball Federation (Fiba) confirmed yesterday that Sunderland can include their new signing, Steve Bucknall, in tonight's Korac Cup tie against PAOK Salonika.

\_\_\_\_\_

## Boardman upset by traffic jam

CHRIS Boardman had cause for complaint yesterday, despite a convincing victory over Graeme O'Brien, of Scotland, in the South Western RC 50km. An invitation (time-trial at Cranleigh, Surrey (Peter Bryan was the winner) was not forthcoming. Boardman expressed annoyance about traffic during Sunday's trial. He criticised drivers who caused a tailback that lost him time and forced him to overtake at the last minute. Unfortunately, he had the misfortune he had built up a useful advantage on O'Brien, a rider who has a vast untapped talent. "But for that," Boardman said, "I could have lost the race. He won by 1min 29sec." O'Brien was the winner of the national title since a five-week absence after a stomach operation in June. Next weekend he leads the Manchester Wheelers in defence of both his individual and club championship and their team title at Widcombe in the Moor, Darroir.

**071-481 1066**

SOLICITOR

## FIRST CLASS EMPLOYMENT PACKAGE

- competitive salary
- subsidised meals and free car parking
- excellent relocation package
- professional subscription paid
- Sedtime working
- free life insurance cover
- good working conditions

**SOUTH HAMS**  
is South Devon

## TRAINEE SOLICITOR

Vacant in September 1991, this post offers an excellent opportunity to gain wide experience of law and administration in local government, with a comprehensive training programme and significant responsibilities. Applicants should be graduates who have passed the Law Society Final Examination or will be taking the 1991 Final Examination. A transfer of Articles will be considered. For an informal discussion please contact Chris Harding, Assistant Clerk, telephone Norwich (0683) 223417. Application form and further particulars are available from the County Personnel Officer, County Hall, Martinus Lane, Norwich NR1 2DH, telephone Norwich 222145 (answerphone outside office hours).

**WANTED: Legal Staff capable of coping  
with the challenges of the 1990's**

## ASSISTANT HEAD OF LEGAL SERVICES

**Salary up to circa £26,000**

To lead the team in managing litigation work, carry personal responsibility for more complex and important issues, including housing law, and contribute to the management of the Legal Branch. Applicants must have:

- Substantial local government legal experience
- Advocacy experience at all levels
- High level of communication skills
- Experience of managing other professional staff

**SENIOR SOLICITOR**  
Salary up to c. £22,000

**Salary up to circa £22,000**

If you have completed, or are about to complete, at least 2 years experience in practice (including some in local government) and can demonstrate:

- A flair for advocacy
- Good communication skills
- The ambition and ability to carry managerial responsibilities

We are keen to hear from you.

**SOLICITOR**

**Salary up to circa £20,000 dependent upon qualifications and experience**

If you are either newly qualified or qualified and looking to enrich your career with local government related work, your application will be welcomed.

To make best of your skills, we can offer:


- A city centre location
- A broad mix of challenging work
- The opportunity to contribute to the development of a new team
- A computerised debt recovery system
- A sound basis for career development, including training
- Payment of your professional fees
- Staff restaurant facilities
- Flexi-time and generous leave entitlement
- Assistance with temporary Council accommodation where appropriate

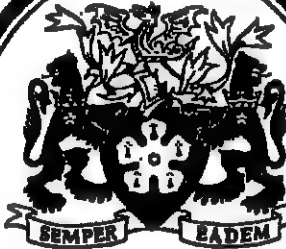
If relocation is necessary, a generous expense allowance is

For an application form (available by 2nd November 1999) and further details contact Director of Personnel and Management Services, 3rd Floor, New Walk Centre, Welford Place, Leicester LE1 5EQ. Tel: 5217991  
(answering machine after normal office hours).

As part of the City Council's commitment to an Equal Opportunity Policy, all employees and applicants for employment will be given equal opportunity in recruitment, training, and in promotion to the extent of their ability, irrespective of their racial origin, sex, age, disability, marital status, religious beliefs, class or sexual orientation.

Except where specifying any statutory or other requirements, Disabled persons are guaranteed an interview if suitably qualified and/or experienced. Job Sharing is welcome for all posts.

 **Leicester City Council**

Leicester  City Council



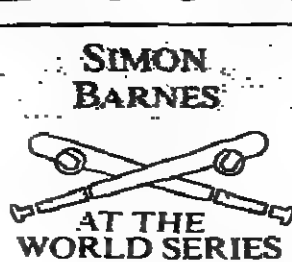
# Baseball is the diamond in the crown

**Oakland**  
THERE has only been one memorable thing said about Oakland, Gertrude Stein said it. "There is no there there." Oakland is an embarrassing suburb of San Francisco masquerading as a town in its own right. In the right mood, San Francisco seems to encapsulate all that is most appealing about the United States. Oakland is the reverse side of this coin.

Oakland had two great assets. One was the Oakland Raiders football team: the black-uniformed boys who were rough and horrible even by the elevated standards of American football. But the Raiders have moved down the coast to Los Angeles.

Oakland still had the Oakland A's baseball club. One week ago today, the A's were regarded as one of the finest baseball teams in history. Now they are seen as the side that can't take it when life gets tough. They won the American League three years in succession, but they have won the World Series only once. They are now seen as blow-out kings: a side slightly short of the highest class. Oakland has not got a great deal going for it at the moment.

The A's began this last World Series as overwhelming



Simon Barnes  
AT THE  
WORLD SERIES

favoured, but they were beaten in four successive games by the Cincinnati Reds, a side that was there just to make up the numbers. Alas, poor Oakland: it has been fascinating to see how rapidly they shifted from swaggering excellence to humiliation.

The person who can tell you the most about humiliation is Jose Canseco, the highest-paid player in baseball. He was dropped from the starting line-up for the last game in the series, coming on at the end as a pinch-hitter (translation: substitute batsman). All that did was to reduce his series average to a pathetic .083. So much for a man supposed to be one of the A's Bash Brothers.

Meanwhile, Cincinnati's journeyman pros did the business when it mattered: players like Billy Hatcher, Chris Sabo. "We were the aggressive team, the dominant

team, throughout," their manager, Lou Piniella, said. It has been fascinating watching the dynamics of this series: I have been seeing the familiar patterns of competition through the lens of an unfamiliar game. The process of doing all this has been wonderfully cheering.

There are many reasons for this. The first is that baseball is a really great game. All four matches have been watchable: one has been as absorbing as any match of any kind I have ever seen, and one has been so preposterously over the top you could hardly believe it was going on.

The format of baseball makes for such moments. Drama stems from the game's rhythm of increasing and relaxing tension. Like cricket, it is a team game of which the central part is individual combat.

Baseball is centred around the fiendishly difficult trick of hitting a ball with a round bat. At speeds of 90mph, there is not a great deal of margin for error. The tensions in each confrontation come from the working of the "count": bluff and counter-bluff are at the heart of the confrontation.

The tensions of each encounter between pitcher and batter relate

to the dramatic tensions in the game as a whole. Baseball is a game of slow, relentless build-ups and sudden, explosive releases of tension.

It is wonderful stuff and it is all perfectly accessible. But it has yet to capture the hearts and minds of the British television viewer. The television people tried but they did it all wrong. They packaged it in highlights. American football took off in Britain because highlights worked. There is a case for saying that the game is better in highlights than at its protracted natural length.

But baseball highlights do not give you the flavour of the match. The ebbing and flowing of advantage is only apparent over the three hours or so of a full ball game. Baseball must be complete, or it is nothing at all.

But it is baseball, not football, that is called "the national game" here in America. President Bush wrote a line in the World Series programme saying "baseball is the most democratic of sports", adding in brackets "of course, it is also the most republican".

He is wrong. The most republican of games is football. President Nixon was obsessed with the

game. It is a game of controlled plays and set-pieces. It is a game in which helmets men do what they are told: it is the most militaristic of all games.

Baseball is a game of greater freedoms. Any person in the side can have an opportunity to win or lose the game on his own account. Take Billy Bates in that preposterous second game. Billy, who never a hit in anger for the Reds, went in as a pinch-hitter and scored the winning run.

In a way, baseball is like seeing sport for the first time again. I spent four weeks at the World Cup this year. Many of the games lacked vividness, freshness, drama. Of course, there were some fine moments, but for the most part you felt that you were watching a game that has lost its way.

The pleasures of the World Series went a long way beyond the happy amnesia of comprehending an esoteric event. The real joys were the joys of all good sports: drama, skill, complex manoeuvrings, simple excitement, and finally the perennial fascination of the greatest sporting truth of all: that sport does not build character. It merely reveals it.

## Eddery frustrated in quest for 200 as rivals prosper

By GRAHAM RICE

EAT Eddery's quest for his 200th win of the season failed at Nottingham yesterday when the best he could manage was a well-beaten third on Shining Wood in the second division of the Woodborough Maiden Stakes. The Irishman, who has won 197 races, finished out of the money in the 12-1 favourite Flashborough Stakes but, patiently handled, ran on under hands and heels to beat Adami by three lengths. "Willie said she's still a bit green, but this mile and a quarter is her right up," said Steve Kelly, assistant travelling head to John Hills.

Geoff Lewis has had a lean season, but his team has been making up for lost time in recent weeks and the Epsom trainer completed a double in the first of his last races. Royal Supreme and Dale Gibson landed the opening Rainworth Apprentices' Selling Handicap but a little shine was taken off the victory when the winner was sold at the subsequent auction for 6,000 guineas to Len Lugo.

Cronk's Courage made virtually all the running under Paul Eddery to hold John O'Leary and Hattie's Boy by a neck and a short head in a driving final to the closing Kemworth Handicap.

Earlier, Swinburn had initiated his double on Watling, who comfortably accounted for Dance Partout and Eddery's mount Shining Wood. An imposing son of Nijinsky, Walim could make up into a decent handicapper next season. "There are no anomalies plans for him, but he should stay a mile and a half next year," said Michael Sipe's assistant, Gerry Cusack.

Maurit's consistency was rewarded as last when he readily accounted for his rivals in the first division of the Wood-

### Grand design is announced at Nottingham

PLANS for a £13 million building project at Nottingham racecourse, incorporating a new weighing room, bars and private boxes, were unveiled yesterday. Work is due to start on March 1 next year, with completion scheduled for the end of 1991 and the opening coinciding with the course's centenary year in 1992.

The Horncastle Betting Levy Board is providing an interest-free loan of £1 million and the racecourse's own resources.

## Kovalevskia maintains Bronson's title hopes

ELAINE Bronson kept herself in contention for the women's amateur rider's championship with a stylish victory on Kovalevskia at Folkestone yesterday.

The series concludes at Chesham today, and while Bronson on this Lydia Pearce steed, Gary Balding in the title race victory on Profit A Prendre in the Mademoiselle Ladies' Stakes could give her enough points to overhaul her rivals.

Bronson, who paraded Kovalevskia to victory in the Leeds Amateur Riders' Handicap 12 months ago, repeated her win from coming off a fast pace to lead a furious on and on to score by three lengths.

"She is by far the best rider in the championship," was winning trainer David Wilson's assessment. "She won the race last year after bursting clear half a mile out but today I told her to hold the horse up. She was lucky in that they went a suicidal pace."

### Yesterday's results

#### Nottingham

Going good to soft.  
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# Cormorant Creek double at Chester

By MANDARIN

THE second leg of the Autumn double ended Barry Hills when Further Flight was collared by Tringol in last Saturday's Cesarewitch, but he can gain some small consolation today by landing a double with Cormorant Creek and Demonstrable at Chester.

Cormorant Creek can continue the Manton trainer's excellent season by taking the Bunbury Handicap. Last time out, the filly failed to show when thirteenth to the Oodler at Haydock Park, but on her previous outing she showed her liking for the Rodeo when winning under a big weight from Bobby On The Bank. Today she is well treated and will be helped by the Darryl Holland's 5lb riding allowance.

The two-mile Tattenhall Handicap should not present any stamina problems for Demonstrable. Last time out, the Alleged colt won well at Redcar when beating the useful Shevryn on 44 furlongs. The Michael Stoute-trained Randama, who has proven stamina, appears to be the danger.

Stute, however, can be successful with Lilias Bayless in the Queensbury Stakes. This well-bred daughter of Sadler's Wells, shapely with plenty of promise on her only outing when runner up to Zonda at Newbury.

The form of that race has worked out well as Zonda has since performed with credit in the Cheveley Park Stakes.



Hannon has found good opportunity for Osario.

European Free Handicap at Newmarket.

Shining Jewel, who gave Lester Piggott his second winner since returning to the saddle a week ago, can follow up his course and distance victory in the Meadow Handicap.

Julia Feilden, a more than capable amateur rider, can again successfully team up with Bill Moon in the Mademoiselle Ladies Handicap. Last time out, the four-year-old was a disappointment when fourth to Cee-En-Cee at Kempton.

But on his previous run, with Julia in the saddle, he came home an impressive winner at Goodwood from Red River Boy, who is again set to give weight to my selection.

Henry Cecil can continue his monopoly of the Whittington Manor Stakes at Nottingham with the unraced Hip 10.

The Newmarket trainer has also represented with South Australia, who has an impressive debut at Warwick, but it appears significant that Steve Cauthe has chosen to partner the newcomer.

At Plumpton, Josh Gifford can land the Horse And Handicap Hurdle for the second year running with Eddie Kybo. On this course a fortnight ago, the five-year-old made an impressive seasonal debut when beating Interplay by 1 1/4 lengths.

The Finton trainer can complete a double with Finchglow in Newick Novices' Hurdle.

## Selections

By MANDARIN

2.0 Victorious Prince. 2.30 Hip To Time. 3.0 Kawarua Kavan. 3.30 Darling Joy. 4.0 Staunch Rival. 4.30 Battlers Green.

By Our Newmarket Correspondent

2.0 Bonny Rosa. 2.30 South Australia. 3.0 Swing Dancer. 3.30 Cabochon. 4.0 Maid Of Essex. 4.30 Elusive Spirit.

Michael Seely's selection: 3.30 Prince Russenor.

Going: good to soft. SIS

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# Piggott set for the Curragh

From OUR IRISH RACING CORRESPONDENT, DUBLIN

LESTER Piggott has four rides for Vincent O'Brien at the Curragh this afternoon, renewing a legendary partnership which culminated in 1966 and 1979.

Memories of one of them, the 1977 Derby with The Minstrel, will be rekindled before the Jack Ketch Two-Year-Old Maiden in which Piggott rides Classic Minstrel, racing for the first time, faces 13 rivals.

Another newcomer for Piggott is Legal Profession in the 10-year-old Arctic Wind Maiden.

The banker, however, should be Fairy Folk in the Ella Reelford Fillies' Race.

Fairy Folk showed plenty of ability on her first outing with an encouraging third to Pontine Music in a winner's race at Naas and can outpoint her 19 rivals.

The first ride proffered by O'Brien, and the only one not a two-year-old, is Passer-by in the Hugh Lupus Race.

This will be the fourth start for Passer-by, who has already won twice but may be stretched to give weight to the Jim Bolger-trained Freezing Line here.

O'Brien has also booked Piggott to partner Royal Academy in the Breeders' Cup Mile at Belmont Park, New York on Saturday.

From his mounts for O'Brien, Piggott has also picked up a spare ride in the shape of Rattle And Hum in the Lucero Handicap.

Royal Academy is 5-1 with Ladbrokes for the Breeders' Cup Mile. Last year's winner Steinlen was steadily supported yesterday and is now 100-30 favourite.

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# Dettori seizes Laurel Dash on Roman Prose











